



MARCO POLO
NEW WAYS TO A GREEN HORIZON

For a Sustainable Freight Transport in Europe

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The Issue



A more sustainable way to freight transport in the EU exists...





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Programme Overview

- **Objective: “shifting freight off the road”**
 - ▶ Road freight transport estimated to grow by 50% in 2030
 - ▶ Objective MP reduce by more than 20 billion tkm/year in EU-27 over the period 2007 – 2013 (see NB)
- **Targets:**
 - ▶ Business-driven projects
 - ▶ International freight – EU (except aviation)
 - ▶ Services only no research, studies or (core) infrastructure
- **Eligibility:**
 - ▶ Commercial undertakings (both public and private)
 - ▶ EU-27 Member States + Iceland, Norway and Liechtenstein. Croatia may join in 2009
 - ▶ European dimension of the actions

NB: if a truck drives 100 km with a 20 tons load = 2.000T*Km



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Transfer of Marco Polo to EACI

- Transfer of operational management of MP from DG TREN to EACI
- Official handover from Commission to EACI occurred on 1 March 2008
- Financial capacity since 1 of June 2008
- Taken over negotiations for the Call 2007
- Taken over evaluation of the Call 2008
- In 2008, around 100 industrial projects running (including last projects from 2003 and 2008 newcomers)



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Marco Polo Handover Completed

■ Unit 6 of EACI fully operational:

▶ More present in the field

- Annual verification visits
- Increased visibility, new communication approach
- More frequent contact with the beneficiaries
- Monthly contact to keep track of progress and potential problems

▶ Quicker response to upcoming issues

- Pro-activity
- Return of experience to policy makers
- Unexpected problems solving – contract amendments
- Business life operationally oriented



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Role of the European Commission

- Prepare the annual work programme
- Marco Polo Committee
- Contacts with other EC services
- Consultation of European Parliament
- Propose revisions/updates of MP Regulation
- Establish future strategies
- ...



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Role of EACI – Management of MP Unit

- Complete management of the grants life cycle
- Prepare annual calls
- Evaluate annual calls from 2008 onwards
- Prepare and sign new grant agreements (call 2007 and...)
- Follow-up and control of contracts
- Review and analyse technical and financial reports
- Execute intermediate and final payments
- Terminate/close contracts
- Organise dissemination of results and increase visibility of the programme



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The 5 Key Actions

- 1 – **Shifting freight** from roads to more environmental-friendly modes of transport
- 2 – **Creating synergies** between companies willing to overcome structural market barriers
- 3 – Making a more effective use of the **motorways of the sea** in combination with other modes
- 4 – Promoting **traffic avoidance** by targeting practices of transporters and the industry at large
- 5 – Encouraging **cooperation** amongst the key logistic players



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1 – Modal Shift

- From **road** to **other modes** offering a more controlled impact on the traffic:
 - ▶ **Short-sea shipping** (no deep sea freight transport)
 - ▶ **Inland waterways** (leveraging the internal ports)
 - ▶ **Rail cargo** (e.g. shuttle services)
- Measured in T*kms shifted
- By far the most popular action to date - over 80% of all projects
- Max subvention duration 3 years



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2 – Catalyst Actions

- Overcoming structural market barriers to intermodal solutions
- Highly innovative: causing a real breakthrough
- Not tackling unique or company specific problems
- Service shifting freight off the road but no minimum threshold of 250 M tkm
- Examples: high-speed freight trains on international routes, IWT on low water level
- Max subvention duration 5 years



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3 – Motorways of the Sea

- Use of regular maritime lines in combination with other modes of transport
- With an eye on the short-term, business-driven services
- An effective alternative to bypass natural inland barriers (Alps, Pyrenees, Balkans)and keep away from congested roads
- Based on TEN-T MoS priority ports
- Max subvention duration : 5 years



The Motorways of the Sea Concepts TEN vs MP

| MARCO POLO II | TEN-T |
|--------------------------|-------------------------------|
| Transport services | Infrastructure |
| Ancillary infrastructure | Strategic infrastructure |
| Modal shift objective | Creation of transport network |
| Private sector driven | Public sector driven |
| Bottom-up (undertakings) | Top-down (Member States) |
| Short-term | Long-term |

■ Paesi non UE
 ■ Paesi UE
 ■ Paesi candidati
 ■ Autostrade del mare

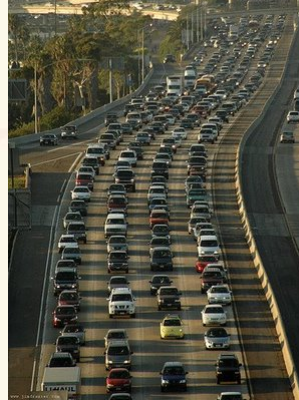




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4 – Traffic Avoidance

- A new key action potentially appealing to industry players beyond the transport business
- Innovative integration of production and transport logistics
- Higher efficiency in international road freight transport
- Higher loading factors, combination of light and heavy goods, less empty runs, reduction of volume and/or weight etc. – *be creative!*
- Max subvention duration: 5 years



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5 – Common Learning

- A way to disseminate best practices and promote more sustainable transport models across Europe
- Based on cooperation and exchange of know-how
- Transferring knowledge and expertise between private players
- Max subvention duration 2 years



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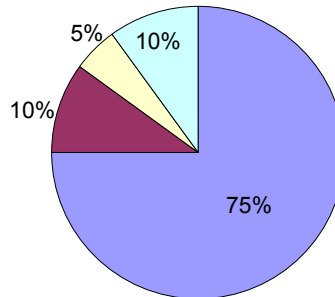
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Call 2007

Total contracts signed : 20

Key Action break-down:

- Modal Shift actions: 15
- Common learning actions: 2
- Motorways of the sea: 1
- Catalyst actions: 2



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Marco Polo II – Results of Call 2008

| | |
|---|--------------|
| Received proposals | 46 |
| Requested subvention | €73 M |
| Selected proposals for negotiations | 31 |
| Awarded contracts | 28 |
| Subvention requested by projects after negotiation | €34 M |
| Available budget | €59 M |



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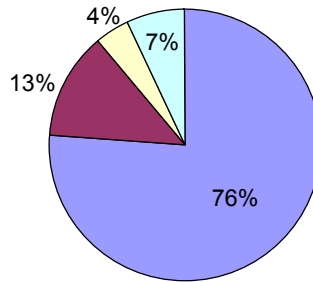


Call 2008

Total proposals received: 46

Key Action break-down:

- Modal Shift actions: 35
- Common learning actions: 6
- Motorways of the sea: 2
- Catalyst actions: 3

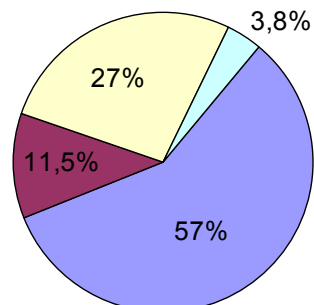


Call 2008

Majority of proposals focus on rail modal shift.
30 (28 after merge) have been negotiated.

Mode break-down:

- Rail: 15
- Combined Train/Shipping: 3
- MOS-SSS: 7
- IWT: 1

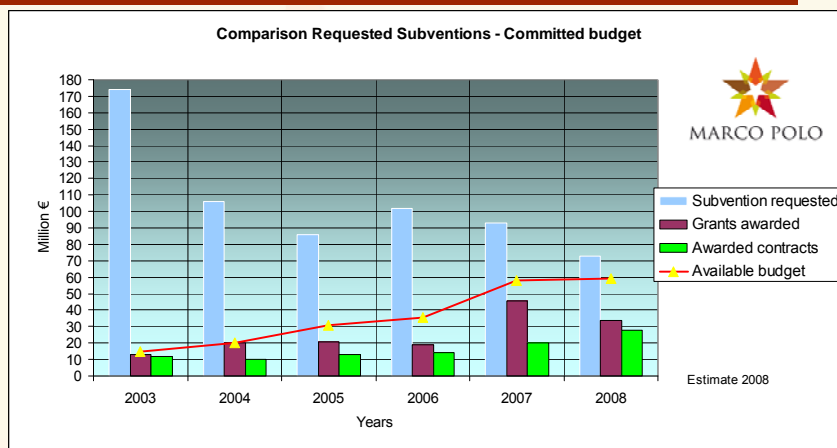


The current situation

- Increasing political will for a greener transport
- More funds and new financial tools to launch new initiation
- MP budget multiplied by 4 between MP I and MP II
- MP regulation revisited to make programme more attractive



Marco Polo Calls





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Interest in the MP programme

Period 2003 – 2008

- Main focus on transport business... increasing risk of competition on same route...
- Manufacturing industry partners would open new potential horizons for Marco Polo developments



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■ Novelties for the call 2009

- ▶ From 1€/ 500tkm → 2€/ 500tkm (double funding intensity)
- ▶ Priority of 10% of budget for Inland Waterways
- ▶ Call open for 3 months



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Call 2009

| | |
|---|--------------------------|
| Publication | 9th February 2009 |
| Deadline for proposals | 8th May 2009 |
| Opening session | Mid May 2009 |
| Evaluation by external experts | June 2009 |
| Evaluation Committee EACI | June 2009 |
| List of proposed projects to be funded | July 2009 |



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Thank you for your attention

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