

# Update on Marco Polo Programme

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Session I – SSS Promotion and EU funding  
Item 3

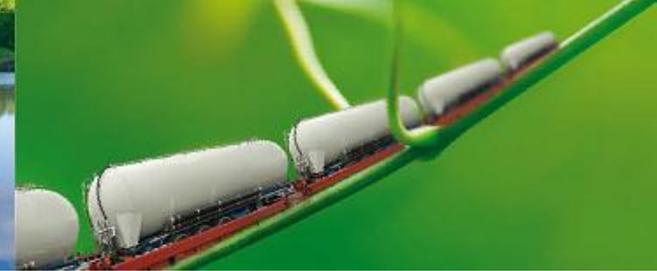




## Marco Polo programme – overview (1)

### Main objectives:

- Shift/avoid international increase in road freight off the road (road freight transport estimated growth of 20.5 billion tkm/year over the period 2007/2013)
- Improve the environmental performance of the freight transport within the European Union
- Enhance intermodality while contributing to an efficient and sustainable transport system



## Marco Polo Programme - overview (2)

### Marco Polo I (2003-2006)

- Support of intermodal services and alternatives to road-only transport until commercial viability
- Budget: € 102 million
- 3 different action types supported : Modal shift actions, Common learning actions and Catalyst actions

### Marco Polo II (2007-2013)

- Continuation of Marco Polo I with higher budget and extended scope
- Budget: € 450 million
- New action types: Motorways of the Sea and Traffic Avoidance actions



## Marco Polo Programme – overview (3)

- Marco Polo I: 22 billion tonnes-kilometers of freight taken off European roads → > 1.2 million trucks avoided on a distance such as Paris-Berlin
- Marco Polo II: Significant modal shift forecasted until 2013
- 2003-2010:
  - > 150 contracts signed
  - > 620 European companies benefited from these projects
  - Significant share of funding to small and medium-size enterprises
  - Enhance intermodality while contributing to an efficient and sustainable transport system



## Marco Polo Programme 2011 – state of play

- 50 proposals submitted
- Selection and award procedure ongoing
- Indicative date for signing contracts : second half of 2012



## Marco Polo Programme 2012 – state of play

- Adopted and published in March 2012
- Maintained political priorities:
  - 20% budgetary priority for SSS-based projects which implement innovative technologies or operational practices which significantly reduce polluting emissions of maritime transport
  - 10% budgetary priority for IWT projects
  - Political priority for Single Wagonload Traffic (SLW): no budgetary reservation, halving eligibility thresholds
- Modifications vs. Work Programme 2011:
  - Increased budgetary reservation for SSS-based projects
  - Clarification of eligibility criteria for European dimension of projects
  - Only one accompanying measure – "Marco Polo Communication activities"



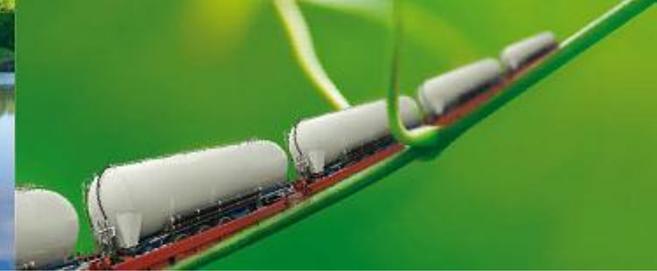
## Marco Polo Programme 2012 – key features

- All segments of international freight (except air)
- Risk funding, business-driven
- Calculation of the MP grant - the lowest value of three figures: 35% of eligible costs, €2 for 500 tkm shifted/avoided (or its volumetric equivalent), cumulated deficit during the funding period. Specifically for CLA: 50% of eligible costs
- No profit allowed during the (accumulated) years for funding
- State aid: maximum combined public grant allowed = (35% - 50%)



## Marco Polo Programme 2012 – general eligibility criteria

- Each proposal can only apply for one type of action
- Services only; no research, studies or (core) infrastructure
- European dimension: leader from the MS or fully participating country
- One undertaking can successfully submit a proposal
- Eligible for participation: EU-27 Member States + “close third countries”
- Eligible for EC-funding: EU-27 Member States + EFTA [& EEA] States after conclusion of specific agreement [Iceland, Norway, Liechtenstein without Switzerland] + Candidate and close third countries after Memoranda of Understanding [Croatia]
- Legal entity: commercial undertakings only (private or public)
- Start-up of action: 1 January 2012 – 1 January 2014



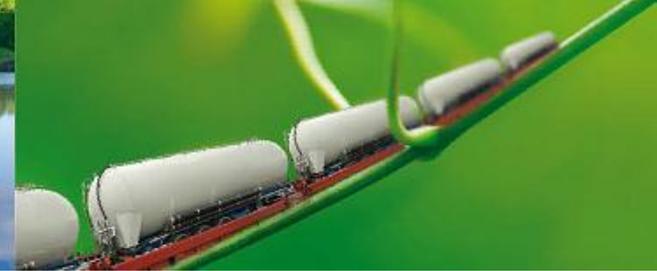
## Marco Polo Programme 2012 – specific eligibility criteria

- Each proposal can only apply for one type of action
- Services only; no research, studies or (core) infrastructure;
- European dimension: leader from the MS or fully participating country;
- One undertaking can successfully submit a proposal
- Eligible for participation: EU-27 Member States + “close third countries”;
- Eligible for EC-funding: EU-27 Member States + EFTA (& EEA) States after conclusion of specific agreement (Iceland, Norway, Liechtenstein without Switzerland) + Candidate and close third countries after MoU (Croatia);
- Legal entity: commercial undertakings only (private or public);
- Start-up of action: 1 January 2012 – 1 January 2014.



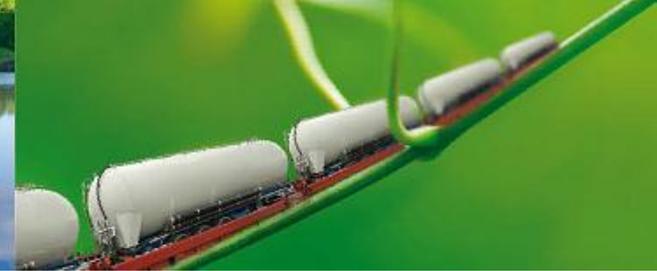
## Marco Polo Programme 2012 – selection & award criteria

- Selection criteria:
  - Financial capacity: audited unconsolidated financial statements
  - Technical capacity: track records and 5-year experience of all partners, CV's (companies and key personnel) etc.
- Main award criteria:
  - Specific eligibility criteria for each MP action
  - Quantity of freight shifted off the road or quantity of road traffic avoided
  - Environmental benefits and external costs savings;
  - Credibility essential: proven by letters of intent, good business plan, market study etc.
  - Viability: the project should show profit and continue after MP funding

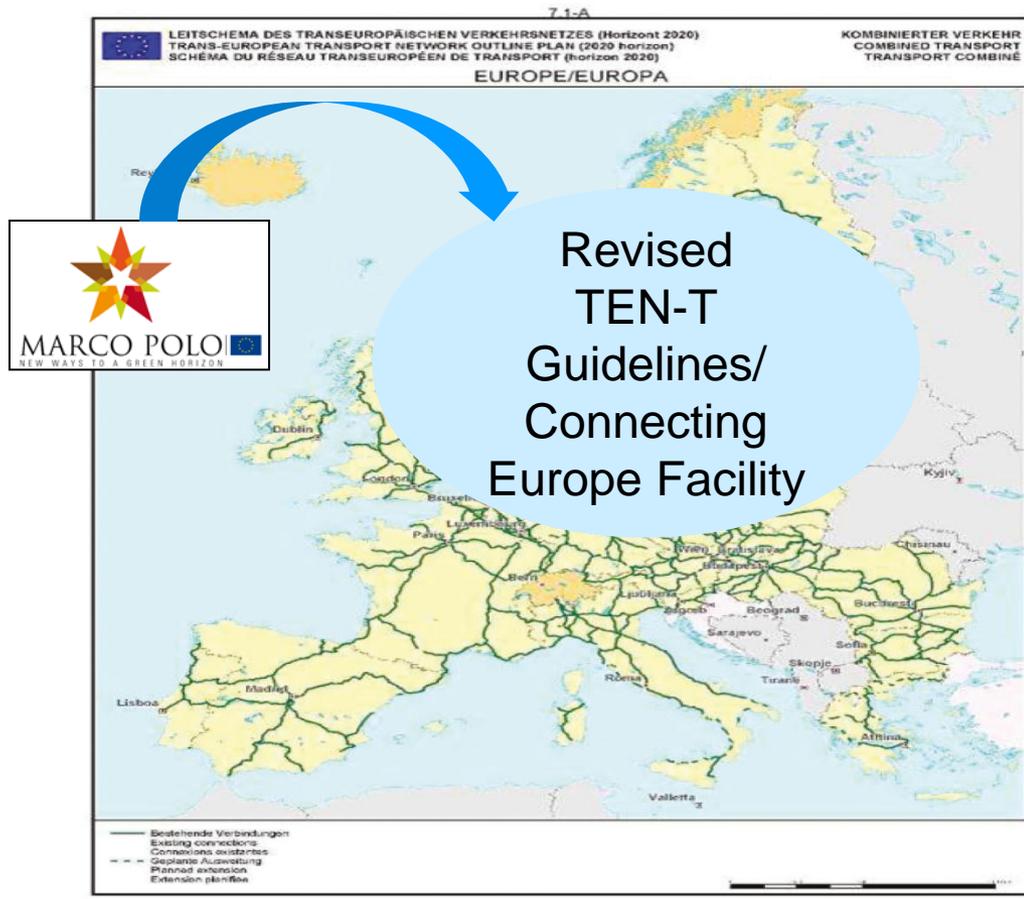


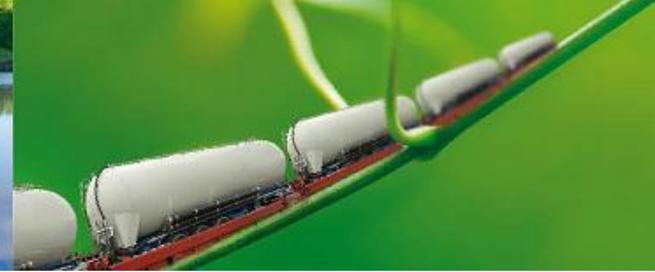
## Marco Polo Programme 2012 – scoring & selection of eligible proposals





# Marco Polo Programme beyond 2013





Thank you for your attention!