



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

# The Marco Polo Programme

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EACI - Executive Agency for Competitiveness & Innovation

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



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## Background - The problem to solve...



*There is a more sustainable way...*



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## Background

- **Marco Polo I Programme – 2003/06**
  - ▶ Budget: € 102 M
  - ▶ Aim: shift 12 billion tkm off the road per year
- **Marco Polo II – 2007/13**
  - ▶ Budget: € 450 M
  - ▶ Aim: shift 20.5 billion tkm off the road per year

**Tkm = tonne-kilometre, transport of a tonne of freight over a distance of 1 km**





## What is the role of the EACI ? – Management of Marco Polo



- Complete management of the **grants** life cycle
- In charge of the **evaluation** of proposals
- Prepare and sign **grant agreements** and contract amendments
- Follow-up and **monitoring** of contracts
- Review and analyse technical and financial **reports**
- Execute **payments**
- **Terminate/close** contracts
- Organise **dissemination of results** and visibility of the programme





## Programme Overview

### ■ Objective:

- To shift freight off the road or
- To avoid it

### ■ Targets:

- Business-driven projects
- International (EU) freight transport – no aviation
- Transport services only – no research, studies or core infrastructure projects





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## Programme Overview

### Requirements (summary):

- ▶ Commercial undertakings
- ▶ Eligible for funding: EU Member States + fully participating countries (Iceland, Norway, Liechtenstein & Croatia)
- ▶ Eligible for participation (no funding): close 3<sup>rd</sup> countries: but only as associated partners, not lead partners





## Programme Overview

### Requirements (summary):

- ▶ Subsidy **lowest** of:
  - €2 / 500 tkm shifted off the road
  - Loss (but viable in long term)
  - 35% (or 50%) of eligible costs
- ▶ No unacceptable distortion of **competition!**
- ▶ Financial & Technical **capacity** to carry out the action
- ▶ Combined public grants only allowed up to a certain **limit**
- ▶ No double funding with another EU-scheme
- ▶ ....





## The 5 Action Types



Modal shift



Catalyst action



Motorways of the sea



Traffic avoidance



Common learning

- **Modal Shift – MOD**
- **Catalyst – CAT**
- **Motorway of the Seas – MOS**
- **Traffic Avoidance – TAV**
- **Common Learning – CLA**





## 1 – Modal Shift

- From **road** to **other modes** of transport:
  - ▶ Short-sea shipping
  - ▶ Inland waterways
  - ▶ Rail
- Duration: 2 - 3 years
- Minimum modal shift threshold
- Most popular action
- No innovation needed – just shift freight off the road





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## Example « CGTK Project », Call 2003



### OLD ROAD ROUTES

### NEW SEA ROUTES

- Subvention received: € 494.000
- Modal shift achieved: 247 M tkm
- Duration: January 2004 – December 2006





## 2 – Catalyst Actions

- Overcoming structural market barriers to intermodal solutions
- Highly innovative: causing a real breakthrough
- Minimum modal shift threshold
- Examples: high-speed freight trains on international routes, IWT on low water level
- Duration: 3 - 5 years





## 3 – Motorways of the Sea

- Door-to-door service
- From long road distances to maritime in combination with other modes
- Minimum modal shift
- Funding complementary to TEN-T infrastructures
- Only category A ports (min 1,5 M t or 200.000 pax annually)
- Duration: 3 - 5 years
- Innovation & dissemination required





## Example: “Ro-Ro Past France”, Call 2007

### OLD ROAD ROUTES

### NEW SEA ROUTES

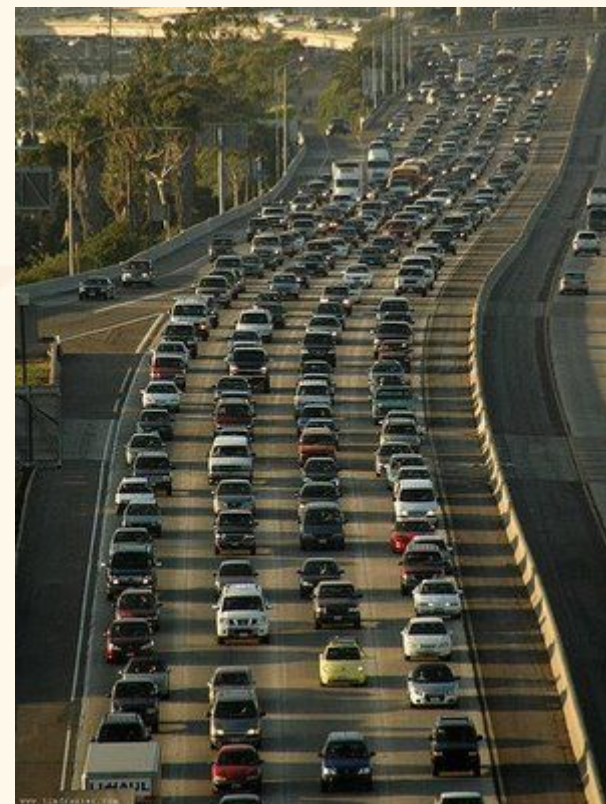
- RoRo ferry
- Belgium and Spain
- Max EU subvention: € 6.8 million
- Modal shift objective: 4.8 billion tkm
- Duration: Sep 07 – Sep 12





## 4 – Traffic Avoidance

- Higher efficiency in road freight transport
- Changing production/distribution processes
- Higher loading factors, less empty runs, shorter distances, reduction of volume and/or weight, etc.
- Minimum traffic avoidance threshold
- Duration: 3 - 5 years
- Innovation & dissemination





## Example: “Double Loading Network”, Call 2009

- Using 2-level semi-trailers to carry non-stackable pallets
- Traffic avoided objective: 63m vkm\*
- Route: several in Europe
- Max EU subvention: 5,1 million



\* *vkm* = vehicle kilometres, movement of a truck empty or loaded over a distance of 1 km





## 5 – Common Learning

- Based on improved cooperation and exchange of know-how
- Disseminate best practices
- Promote more sustainable transport models
  - ▶ Aim: Modal shift/Traffic avoidance
- Innovative at a European level
- Min subsidy threshold: 250 000 €
- Max duration: 2 years





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## Marco Polo: Who are the beneficiaries ?



**Over the period 2003 – 2010:**

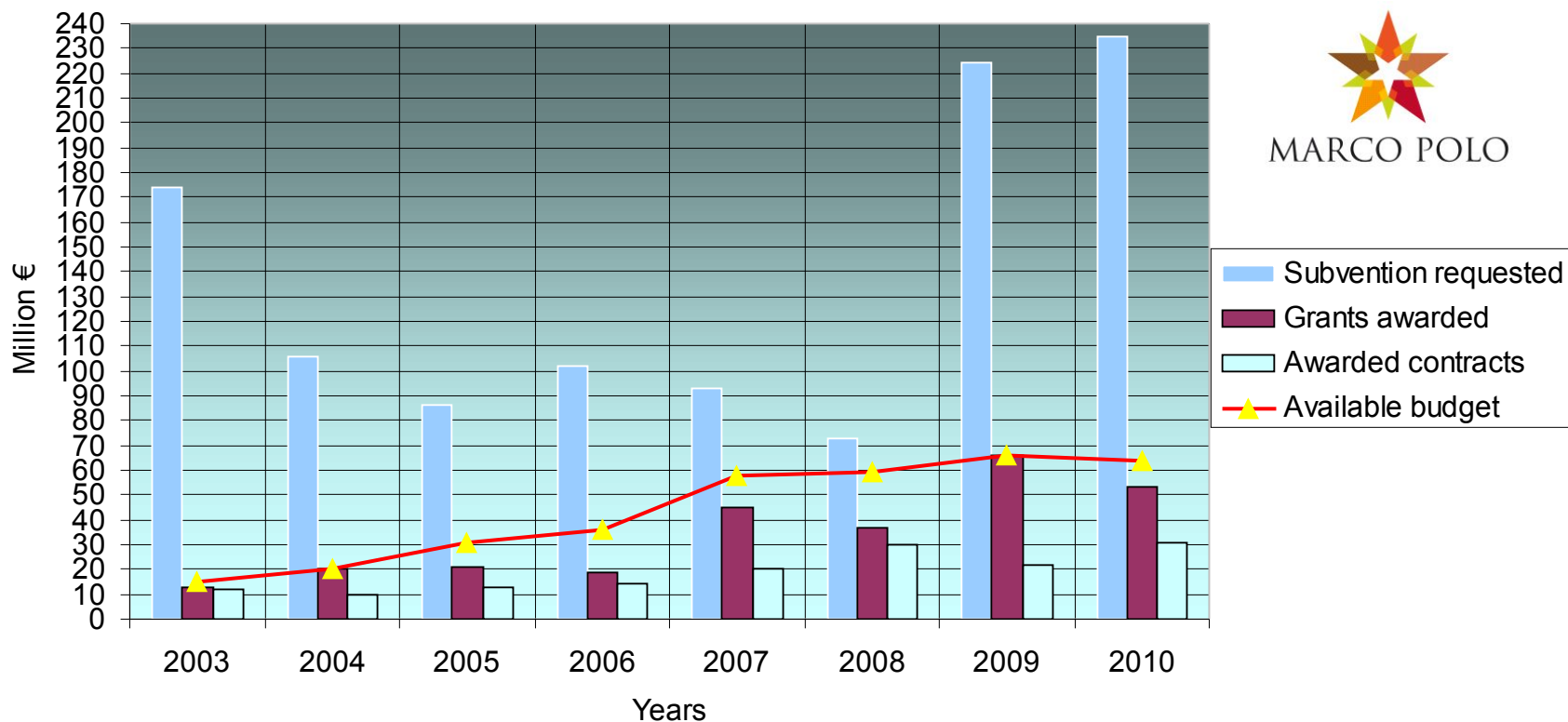
- 164 grants awarded
- 624 companies involved
- 50% of grant beneficiaries are SMEs





# Marco Polo Calls – Evolution between 2003 - 2010

Comparison Requested Subventions - Committed budget



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- Subvention requested
- Grants awarded
- Awarded contracts
- Available budget





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## Calls 2003 -2010

### 2003 - 2010

- Increase of interest
- Increase of budget from Marco Polo I to II
- BUT also increasing risk of unacceptable distortions of competition on same markets





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## Call 2011 - Timing and available budget

### ■ Call published

- ▶ Estimated for October 2011
- ▶ Closed on 16 January 2012

### ■ Available budget

- ▶ 56,87 M € to finance around 30 projects





## 2011 Call – Preliminary planning

- **Deadline for proposals:**  
**16 January 2012**
- **Opening session:**  
**1st week February 2012**
- **Evaluation by external experts (3 weeks):**  
**from 4th week February 2012**
- **Evaluation Committee:**  
**April 2012**
- **List of proposed projects to be funded:**  
**May 2012**





## Call 2011

- *NB - draft text of the revised WP 2011– not yet adopted by the Commission*
- **Political priorities:**
  - ▶ **SSS-MoS** projects reducing polluting emissions of maritime transport (low sulphur fuels, LNG powered vessels etc.) - max 10% of the budget
  - ▶ Inland Waterway Transport – max 10 % of the budget
  - ▶ Single Wagon Load Traffic – lower min modal shift threshold





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## Available Support

- **MARCO POLO Website**  
<http://ec.europa.eu/marcopolo>

- **MARCO POLO Helpdesk**

- ▶ **Email:** [eaci-marco-polo-helpdesk@ec.europa.eu](mailto:eaci-marco-polo-helpdesk@ec.europa.eu)
- ▶ **Phone:** +32 (02) 29-50924
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**Thank you for your attention**



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