



MARCO POLO
NEW WAYS TO A GREEN HORIZON

The Marco Polo programme Operational state of play

Patrick Vankerckhoven – Head of Unit Marco Polo
Executive Agency for Competitiveness & Innovation (EACI)

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Only for Members of the Marco Polo Committee

MARCO POLO II – Results of Call 2010

| | |
|--|-----------|
| Received proposals | 101 |
| Requested subvention | €235 M |
| Proposed Tkm shift | 63,3 b |
| Contracts under negotiation (max 65,65M€) | 35 |
| Grant Agreements signed (for 13,85 b Tkm) | 31 |
| Available budget | €63,54 M |
| Committed budget | € 53,34 M |








Marco Polo: 2010 received proposals

| | | |
|--|---|------------|
|  Modal shift | Modal Shift actions (80) | 79% |
|  Catalyst action | Common Learning actions (11) | 12% |
|  Motorways of the sea | Motorways of the Sea actions (6) | 6% |
|  Traffic avoidance | Traffic Avoidance (3) | 3% |
|  Common learning | Catalyst actions (1) | 1% |



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Marco Polo: 2010- 31 Grant Agreements

| | | |
|--|---|------------|
|  Modal shift | Modal Shift actions (25) | 81% |
|  Catalyst action | Common Learning actions (4) | 13% |
|  Motorways of the sea | Motorways of the Sea actions (1) | 3% |
|  Traffic avoidance | Traffic Avoidance (1) | 3% |
|  Common learning | Catalyst actions (0) | 0% |



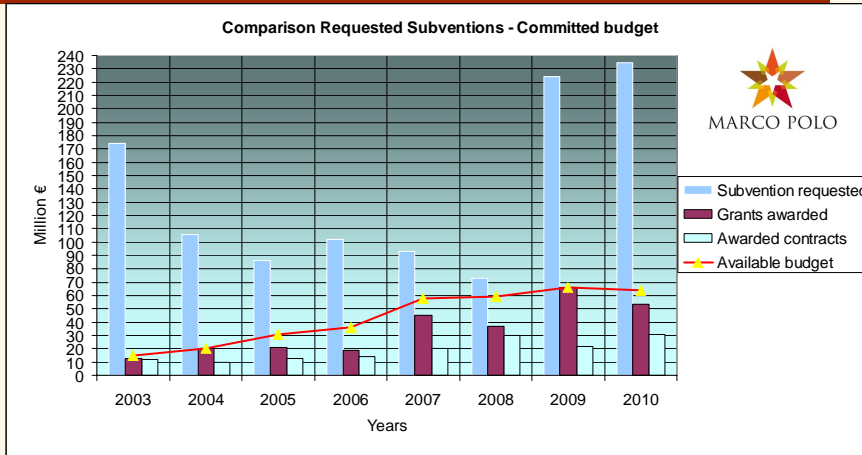
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Marco Polo Calls – Evolution between 2003 - 2010



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Time to look into the very near future !



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Timing and available budget

- **When will the Call for proposals 2011 be published?**
 - ▶ Estimated for early October 2011, once Commission Decision adopted
 - ▶ Open 3,5 months till 16 January 2012
 - ▶ Delays in the publication of the call due to new political priorities to be brought in the work programme and the call text

- **Available Marco Polo budget for the Call 2011?**
 - ▶ 56,87 M € to finance around 30 projects



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Call 2011 – 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 EACI:** April 2012
- **List of proposed projects to be funded (to MOVE):** May 2012
- **Start and end of negotiations:** June - September 2012
- **Legislative procedure:** 4th quarter 2012
- **Signature contracts by EACI :** Nov – Dec 2012



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Political priorities of call 2011

- **NB - draft text of the revised WP 2011– not yet adopted by the Commission**
- **Political priorities translated into operational objectives for the Marco Polo programme**
 - ▶ **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: 30 M tkm



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Maritime projects in the call 2011



- **Revised draft WP after consultation with stakeholders:**
- **No more specific eligibility criteria for SSS-based Modal shift, Motorways of the Sea and Catalyst actions**
 - ▶ **Open for all SSS and MoS** projects but:
 - 10% financial priority in the budget and extra points can be given if reducing polluting emissions- low sulphur fuels, LNG etc.)
 - ▶ **Possible unacceptable distortion of competition - a concern in particular in the maritime sector – special evaluation process put in place -> eligibility criteria !!!**



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Maritime projects in the call 2011

■ Specific environmental conditions and incentives for maritime projects under MOD, CAT or MoS:

- ▶ You navigate outside the European “Sulphur Emissions Controlled Areas”!
 - Maximum 0,5% of Sulphur content in the fuel used
- ▶ You navigate inside the Seca's !
 - Maximum 0,1% of Sulphur content in the fuel used

In those 2 cases you will receive priority points and could benefit from the advantage of the 10% of the budget political priority.



Sulphur Emission Control Areas





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Marco Polo: Who are the beneficiaries ?



Over the period 2003 – 2010:

- 164 grants awarded from which 10% are common learning actions
- 624 companies involved
- 50% of grant beneficiaries are SMEs



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Interest in the MP programme

Period 2003 – 2010

- Historical main focus on transport business... increasing risk of competition on same route... (limited to existing main corridors)
- Shippers and other Manufacturing industry partners open new potential horizons for Marco Polo green initiatives.



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Your interest in Marco Polo !

- Achieve a more efficient delivery of your goods, rely on strong intermodal services.
- Make use of economies of scale by sharing capacities with transport or shipping partners.
- Reduce your investments in road rolling stocks
- Give a more environmental-friendly image of your company / brand.
- Receive co-financing for your modal shift and traffic avoidance projects



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Existing support

- MARCO POLO Website
<http://ec.europa.eu/marcpolo>
 - ▶ Call text, model contract, templates
 - ▶ Checklists, Frequently Asked Questions
 - ▶ MARCO POLO calculator
 - ▶ Slides of previous Marco Polo conferences

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- MARCO POLO Helpdesk
 - ▶ Email: eaci-marco-polo-helpdesk@ec.europa.eu
 - ▶ Tel.: +32 2 29-50924
 - ▶ Fax: +32 2 29-79506



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Thank you for your attention

Patrick Vankerckhoven
Head of Unit
Executive Agency for Competitiveness & Innovation
Marco Polo

patrick.vankerckhoven@ec.europa.eu
EACI-MARCO-POLO-helpdesk@ec.europa.eu
EC-MOS-helpdesk@ec.europa.eu
WWW.MOS-HELPDESK.EU

European Commission, EACI.05
BE-1049 Brussels



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