

ANAVE - Circular de Régimen Interior

Madrid, 21 de marzo de 2012

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Asunto: Programa de Trabajo Marco Polo 2012.

Muy Sres. nuestros:

El pasado día 19 de marzo, la Comisión Europea aprobó el **Programa de Trabajo Marco Polo II para 2012**, que les adjuntamos. **El presupuesto para 2012 será de 64,6 millones de euros, 7,6 millones de euros más que en 2011.**

Pueden obtener más información en el siguiente enlace:

http://ec.europa.eu/transport/marcopolo/about/in-law/work-programmes/index_en.htm

La única novedad respecto al programa de trabajo de 2011 es que este año se va a dar prioridad absoluta **en un 20% del presupuesto** (en 2011 fue el 10%) a los proyectos que incluyan tecnologías o prácticas operacionales que **reduzcan significativamente las emisiones contaminantes del transporte marítimo**.

Como recordarán, en 2011 la Comisión propuso restringir el ámbito de la convocatoria únicamente a aquellos proyectos que cumplieran alguno de estos requisitos:

- Utilizar LNG como combustible.
- Utilizar tecnologías para reducir las emisiones de azufre (*scrubbers*).
- Tomar energía eléctrica de tierra en puerto.
- Utilizar combustibles con un contenido de azufre menor que el legalmente aplicable, que deberá ser inferior al 0,1% en las SECAs y al 0,5% en otras zonas.

Desde ANAVE se promovió el envío de una carta al Vicepresidente de la Comisión y Comisario de Transportes, apoyada por la Red Europea de SSS, trasladando la preocupación del sector y, en particular, opinando que este ámbito de aplicación restringido supondría una distorsión todavía mayor de la competencia.

Finalmente, la Comisión optó por una solución mucho menos drástica, dando prioridad absoluta en un 10% del presupuesto (que ahora se amplía al 20%), a aquellos proyectos que incluyan tecnologías o prácticas operacionales que **reduzcan significativamente las emisiones contaminantes del transporte marítimo**, estableciendo como criterios del cumplimiento de alguno de los cuatro puntos anteriores.

Este año, el **Día Europeo Informativo del Programa Marco Polo II**, tendrá lugar **en Bruselas el jueves 28 de junio**. Posteriormente, como en años anteriores, se espera que la convocatoria se publique en otoño (el pasado año, el 21 de octubre), con un plazo de unos 3 meses para presentación de proyectos.

Estamos a su disposición para cualquier información adicional que precisen en relación con este asunto.

Muy atentamente,

Manuel Carlier
Director General

ANNEX 1

The 2012 Annual work programme under the second “Marco Polo” Programme

I. Objectives and political priorities

1. OBJECTIVES OF THE PROGRAMME

Shifting the balance between transport modes to achieve a more sustainable development strategy has been at the heart of the European policy and notably since the Gothenburg European Council in 2001.

A shift from the road to more environmentally friendly modes was introduced by the European Commission in the 2001 White Paper – "European transport policy for 2010: time to decide"¹ and maintained in its subsequent review in 2006².

In its new White Paper on the European Transport Policy³, published in March 2011 the European Commission, amongst other goals, aims at optimising the performance of multimodal logistic chains, including by making more use of more energy-efficient modes. This should lead to shifting 30% of the road freight over 300 km to other modes such as rail or waterborne transport by 2030, and more than 50% by 2050.

The support action engaged on that scheme ran with the first Marco Polo Programme⁴ between 2003 and 2006, and after that period the European Union decided to extend its support to the economic operators with the Marco Polo II Programme⁵ hereinafter called “the Programme”. A midterm review of the programme has taken place in order to assess its success and limitations and to inform on actions which can help increase its effectiveness. This resulted in a change to the legal basis.⁶ The Programme aims at achieving a traffic shift or avoidance that is a substantial part of the expected yearly aggregate increase in international road freight traffic, measured in tonne-kilometres, to modes of transport with lower external costs in which road journeys are as short as possible.

¹ White Paper - European transport policy for 2010: time to decide, COM(2001) 370 final, 12.09.2001

² Communication from the Commission to the Council and the European Parliament No. (2006) 314 final “Keep Europe moving - Sustainable mobility for our continent. Mid-term review of the European Commission’s 2001 Transport White Paper” - 22.06.2006.

³ White Paper, Roadmap to a Single European Transport Area – Towards a competitive and resource efficient transport system, COM/2011/0144 final

⁴ Regulation (EC) No. 1382/2003 of the European Parliament and of the Council of 22 July 2003 on granting of Community financial assistance to improve the environmental performance of the freight transport system (“Marco Polo Programme”), OJ L 196, 02.08.2003, p 1.

⁵ Regulation (EC) No. 1692/2006 of the European Parliament and of the Council of 24 October 2006 establishing the second “Marco Polo” programme for the granting of Community financial assistance to improve the environmental performance of the freight transport system (“Marco Polo II”), OJ L 328, 24.11.2006, p 1.

⁶ Regulation (EC) No. 923/2009 of the European Parliament and of the Council of 16 September 2009 amending Regulation (EC) 1692/2006 establishing the second "Marco Polo" programme for the granting of Community financial assistance to improve the environmental performance of the freight transport system ("Marco Polo II"), OJ L 266, 9.10.2009, p 1.

The Programme is running between 2007 and 2013 with a global budget of €450 million and will be the subject of annual calls for project proposals.⁷

The programme proposes to support actions to reduce road congestion, resulting from freight traffic to improve the environmental performance of the transport system and to enhance intermodal transport, thereby contributing to a more efficient and sustainable transport system which will provide EU added value without having a negative impact on economic, social or territorial cohesion. It is specifically intended to help cover initial stage losses resulting from freight transport in new or enhanced intermodal services or resulting from freight traffic avoidance actions⁸.

The Outermost Regions⁹ may also participate in MP programme 2012 under the conditions set out in the Annex 1 (Call for Proposals).

The measures proposed under the Marco Polo Work Programme 2012 shall contribute to achievements of the EU goals for sustainable growth as established in the Europe 2020 Strategy.

2. TYPES OF SUPPORTED ACTIONS

In 2012, the programme supports five distinct types of action:

(1) **Modal shift actions**, which focus on shifting as much freight as economically meaningful under current market conditions from road to short sea shipping, rail or/and inland waterways. They may be proposing start-up of new services or significantly enhance existing services. They shall be robust, but not necessarily innovative: *just shift freight off the road!*

(2) **Catalyst actions** change the way non-road freight transport is conducted in the European Union. Under this type of action, structural market barriers in European freight transport are overcome through a highly innovative concept: *causing a real break-through*. This is essentially done in three steps by applicants: first the barrier must be clearly defined, then a highly innovative solution presented, and finally a modal shift service of great growth potential for freight transport is proposed for timely implementation. Dissemination of results must be ensured within the duration of the EU grant.

(3) **Motorways of the sea actions** offering an integrated service, which shifts freight from long road distances to a combination of short sea shipping and other modes of transport. Actions of this kind are innovative at a European level in terms of logistics, equipment, products and services rendered, imply high quality and frequent transport services, move frequently very large volumes of freight and include, preferably, the use of the most environmentally friendly transport modes, such as inland waterways and rail for hinterland freight transport and integrated door-to-door services. Dissemination of results must be ensured within the duration of the EU grant.

The Motorways of the Sea actions shall be consistent with the features of the Motorways of the Sea priority project defined in the framework of Decision No 661/2010/EU of the European Parliament and of the Council on Union Guidelines for the development of the trans-European transport network.

⁷ Undertakings do not have to wait until the call is published to prepare their proposals and to ask for advice from the Marco Polo Help Desk. However, proposals can only be submitted when a Call is open.

⁸ For details see Annex 3 to the Call text

⁹ As referred to in Art. 349 TFEU

(4) **Traffic avoidance actions** integrating transport into production logistics: *reducing freight transport demand by road with a direct impact on emissions*. Actions of this type shall be innovative and shall not adversely affect production output and production workforce. Dissemination of results must be ensured within the duration of the EU grant.

(5) **Common learning actions** enhance knowledge in the freight transport and logistics sector and foster advanced methods and procedures of co-operation in the freight market, with an overall objective of promoting intermodal solutions aiming at achieving modal shift or traffic avoidance. Under this type of action, improvement of co-operation and sharing of know-how is encouraged: *training on how to cope efficiently and in a sustainable manner with increasingly complex transport and logistics solutions*. Dissemination of results must be ensured within the duration of the EU grant.

3. POLITICAL PRIORITIES

The political priorities for 2012 are defined as follows:

(1) **Political priority for Short Sea Shipping (SSS) - based projects¹⁰ which implement innovative technologies or operational practices which significantly reduce polluting emissions of maritime transport**

Positively evaluated SSS – based proposals presented with the objective of using services which implement innovative technologies which significantly reduce polluting or/and CO2 emissions of maritime transport; namely:

- i) the use of low sulphur fuels¹¹ (priority will be given to those projects which will implement fuel with lower percentage of sulphur content than the one legally binding at the moment of the submission of the proposal and during the implementation of the action, and no more than 0,1% for the SECAs and 0,5% for other areas); or
- ii) the use of the emissions abatement measures, such as: the LNG powered vessels, vessels operating scrubber technologies for the cleaning of exhaust emissions or vessels using shore side electricity,

will have a preference over the rest of successful proposals for up to 20% of the available budget for the call 2012¹².

(2) **Political priority for Inland Waterway Transport**

- o Positively evaluated proposals presented with the objective of shifting freight transport from roads to Inland Waterways only will have a preference over the rest of successful proposals for up to 10% of the available budget for the call 2012¹³.

¹⁰ Submitted under Modal shift actions, Catalyst actions or Motorways of the sea actions.

¹¹ According to the Council Directive 1999/32/EC of 26 April 2009 relating to a reduction in the sulphur content of certain liquid fuels and amending Directive 39/12/EEC, the legally binding limit of sulphur for all bunker oil on board ships is 1,5% for the Sulphur Emission Control Areas (SECA) and 4,5% for other areas. According to the proposed amendments of the Directive 1999/32/EC and Revised MARPOL Annex VI, the legally binding limits of sulphur for all bunker oil on board ships will be 0,1% (effective January 2015) for SECA areas and 0,5% (effective January 2020) for other areas.

¹² Detailed information on budget for 2012 is given in section 9 of the present document

¹³ Detailed information on budget for 2012 is given in section 9 of the present document

(3) Political priority for Single Wagon Load Traffic (SWL)

- o In view of the emerging problem of decreasing support for SWL traffic in the market, a political priority is established for projects that use Single Wagon Load Traffic only, defined as “less-than-trainload rail traffic including intermodal loading units”¹⁴.
- o For Modal shift actions, the minimum modal shift from road to Single Wagon Load traffic only is lowered to an average of 30 million tonne-kilometres, or its volumetric equivalent, per year¹⁵.

(4) Political priority targets for Modal shift actions, Motorways of the Sea and Traffic avoidance actions

- o Reinforce interconnections between modes of transport and the integration of freight services at terminals;
- o Reduce road congestion especially in the main traffic bottlenecks in the European Union and improve the environmental performance of the freight transport system within the European Union;
- o Support actions in the freight transport, logistics and other relevant markets, taking into account the needs of SMEs;

(5) Political priority targets for Catalyst actions

Intra-European maritime freight services, meeting at least one of the conditions below:

- o Road-competitive quality of service;
- o Central integrated control of the services and offer of a “door-to-door” concept;
- o High-quality in terms of punctuality, client information and transshipment concepts;

Interoperable rail services, meeting at least one of the conditions below:

¹⁴ Single Wagonload traffic comprises shipments in single wagons or groups of wagons, which on their way from consignor to consignee are transported in at least two (normally three or more) different trains even conveying wagons with other shipments (with exception of local trains from or to a train formation facility - e.g. a marshalling yard). Alternatively Single Wagonload traffic may move in a single train from consignor to consignee if that train picks up and sets out wagons during intermediate stops - i.e. changes its composition during the trip, thus even conveying wagons with other shipments (liner train for wagonload traffic). Single Wagonload traffic can originate or have its destination in industrial spurs (if the consignor/consignee is connected to the rail network), in freight terminals (with pre- and posthaulage by road) or in ports. In Single Wagonload traffic the goods is normally loaded directly into/onto the rail wagons (in contrast to intermodal traffic, where the goods is moved in intermodal loading units - containers, swap-bodies, intermodal semi-trailers - which, in their turn, are loaded onto intermodal wagons).

¹⁵ See section 6.2 "Specific eligibility criteria"

- o Road-competitive quality of service;
- o Central integrated control of the services and offer of a “door-to-door” concept;
- o Guaranteed departures and arrival times;
- o Compensation system for quality deficiencies;
- o Applied international interoperability of equipment, safety or information systems.

Transport services that shift road freight traffic to a combination of rail and inland waterways modes of transport in which road journeys are as short as possible, meeting at least one of the conditions below:

- o Road-competitive quality of service;
- o Central integrated control of the services and offer of a “door-to-door” concept;
- o Optimisation of transshipment with other modes in terms of cost efficiency, handling speed and information technology.

(6) Political priority targets for Common learning actions

Common learning actions related to intermodal transport including training, addressing at least one of the following topics:

- o Adapting procedures and methods in transport and logistics systems to meet today’s requirements;
- o Improving procedures and methods in sea and inland ports;
- o Sharing knowledge, learning, exchanging experience for the stakeholders of existing or potential Motorways of the Sea actions;
- o Co-operation between railways and inland waterway and/or short sea shipping and/or road;
- o Integration of inland waterway, short sea shipping and rail transport in the logistics supply chain (“door-to-door” concept);
- o New co-operation and capacity management models in rail;
- o Improving pricing, procedures and methods in the terminal;
- o European training centres realising programmes focused on promotion of co-modal transport;
- o Reduction of transport damages and prevention of theft and/or sabotage;

- o Increasing the efficiency and demand for non-road transport;
- o Improving the shippers' understanding of intermodal freight transport;
- o Actions aiming to improve the integration of the new Member States into the environmentally friendly transport and logistics chain.
- o Actions aiming to improve the knowledge and use of TEN-T corridors.

4. CALL FOR PROPOSALS

The implementation of the annual work programme will be realised through the Call for Proposals, attached to the present Work Programme, which provides detailed information on, eligibility exclusion, selection and award criteria, the arrangements for European Union financing, the arrangements and final date for the submission of proposals and the planned date for closing the award procedure.

The indicative date for launching the call for proposals is the second quarter of 2012.

5. GENERAL FUNDING CONDITIONS

5.1 The Programme grant shall be conditioned as follows:

(i) For Modal shift actions the grant will be limited to 35% of the total eligible costs. Ancillary infrastructure costs are eligible up to 20% of the total eligible costs. The grant will not amount to more than €2 (two Euro) for each shift¹⁶ actually realised of 500 tonne-kilometres or 2000 cubic metre-kilometres (in case the volumetric equivalent is used) from road to any other land or water modes. This indicative amount could be adjusted, in particular, in accordance with the quality of the action or the real environmental benefit obtained.

(ii) For Catalyst actions, the grant will be limited to 35% of the total eligible costs. Ancillary infrastructure costs are eligible up to 20% of the total eligible costs. The grant will not amount to more than €2 (two Euro) for each shift¹⁷ actually realised of 500 tonne-kilometres or 2000 cubic metre-kilometres (in case the volumetric equivalent is used) from road to any other land or water modes. This indicative amount could be adjusted, in particular, in accordance with the quality of the action or the real environmental benefit obtained.

(iii) For Motorways of the sea actions, the grant will be limited to 35% of the total eligible costs. Ancillary infrastructure costs are eligible up to 20% of the total eligible costs. The grant will not amount to more than €2 (two Euro) for each shift¹⁸ actually realised of 500 tonne-kilometres or 2000 cubic metre-kilometres (in case the volumetric equivalent is used) from

¹⁶ The shift will include the goods transported, the intermodal transport unit plus the road vehicle, including empty intermodal transport units and empty road vehicles effectively loaded and unloaded at the beginning and the end of the multimodal journey, if these are shifted off the road too.

¹⁷ The shift will include the goods transported, the intermodal transport unit plus the road vehicle, including empty intermodal transport units and empty road vehicles, effectively loaded and unloaded at the beginning and the end of the multimodal journey, if these are shifted off the road too

¹⁸ The shift will include the goods transported, the intermodal transport unit plus the road vehicle, including empty intermodal transport units and empty road vehicles, effectively loaded and unloaded at the beginning and the end of the multimodal journey, if these are shifted off the road too

road to any other land or water modes. This indicative amount could be adjusted, in particular, in accordance with the quality of the action or the real environmental benefit obtained.

(iv) For Traffic avoidance actions, the grant will be limited to 35% of the total eligible costs. Ancillary infrastructure costs are eligible up to 20% of the total eligible costs. The grant will not amount to more than €2 (two Euro) for each avoidance¹⁹ actually realised of 500 tonne-kilometres or 2000 cubic metre-kilometres (in case the volumetric equivalent is used) or 25 vehicle kilometres²⁰ of road freight. This indicative amount could be adjusted, in particular, in accordance with the quality of the action or the real environmental benefit obtained.

(v) For Common learning actions it will be limited to 50% of the total eligible cost.

6. GENERAL ELIGIBILITY AND SELECTION CRITERIA

The following eligibility criteria define the scope of the call and apply to all five types of actions – Modal shift, Catalyst, Motorways of the Sea, Traffic avoidance and Common learning.

6.1. General eligibility criteria

E1. **Uniqueness:** the type of action for which a project is proposed must be clearly specified by the applicant. Each proposal can only apply for one type of action; there can be no mixing of action types for the same proposal.

E2. **Transport Services:** the proposal must concern transport **services** or logistics concepts in the market place, i.e. infrastructure, research or study projects are not eligible.

E3. **European Dimension - Undertakings:** an action can be submitted by either a single undertaking or by a consortium of undertakings established in any EU Member State or fully participating country²¹. In case of actions submitted by consortia, one undertaking should be identified as the lead partner. The lead partner must be established in an EU Member State or fully participating country. An undertaking from a close third country may also be involved as an associated partner (not as a lead partner) to a project.²² If the envisaged route is located only on the territories of fully participating countries or only on the territories of fully

¹⁹ The avoidance will include the vehicle-kilometres generated by empty or loaded truck movements.

²⁰ The measure of vehicle-kilometres is needed to account for actions reducing empty runs or increasing load factors. These might not avoid tonne-kilometres but lead to less vehicles on the road.

²¹ The programme is open to participation by countries which are candidates for accession to the European Union. Participation shall be governed by the conditions laid down in the Association Agreements with those countries, and on the basis of the rules laid down in the decision of the Association Council for each country concerned. The programme is also open to participation by EFTA and EEA countries and close third countries, on the basis of supplementary appropriations in accordance with procedures to be agreed with those countries. Currently, in the programme, fully participating countries are: Croatia (the candidate for accession to the EU) and Norway, Iceland and Liechtenstein (EEA countries).

²² Close third country means any country not a member of the European Union with a common border with the European Union or with a coastline on a closed or semi-closed sea neighbouring the European Union. It is to be noticed that that the achievements of an associated partner from a close third country in terms of modal shift/traffic avoidance and costs incurred will not be eligible (see also Article 4 of Regulation (EC) No 1692/2006 of the European Parliament and of the Council of 24 October 2006 establishing the second "Marco Polo programme)

participating countries and third countries, then at least one of the partners in the project consortium needs to be established in one of the EU Member States²³.

E4. **European Dimension - Cost:** the budget will only finance costs²⁴ arising on the territories of the European Union or fully participating countries²⁵. Legal or natural persons established outside these countries cannot be the recipients of European Union funds under this call in a capacity of project partner. Their costs shall not be eligible. Furthermore, subcontracting to legal or natural persons established outside these countries shall be duly justified in view of the technical and economic necessity and may not be used to circumvent the eligibility rules applicable to project partners²⁶.

E5. **Type of Legal Entity:** all project participants must be legal persons. They must be privately or publicly owned commercial undertakings. Public law entities engaged in economic activities in accordance with their national laws are entitled to participate. Natural persons are not eligible. Project partners must prove the status of being a commercial undertaking, for instance by providing a VAT number or being listed in the commercial register.

E6. **Start-up of action:** the action must start the proposed service or activity between 1 January 2012 and 1 January 2014. No grant may be awarded retrospectively for actions already completed.

6.2. Specific Eligibility Criteria

All projects submitted for financing will have to comply **simultaneously** with all the corresponding eligibility criteria per type of action mentioned below:

6.2.1. *Modal shift actions*

MOD1. **Route:** The envisaged route, from which transport is shifted by the action, must involve the territory of at least two EU Member States/other fully participating countries or the territory of at least one EU Member State/fully participating country and a close third country. Modal shift shall take place on the territory of at least one EU Member State or a fully participating country.

MOD2. **Duration:** The action achieves its objectives within a period of a minimum of 24 months and a maximum of 36 months.

MOD3. **Threshold:** The minimum modal shift proposed by the action shall be an average of 60 million tonne-kilometres, or its volumetric equivalent, per year. In the specific cases of projects aiming at:

²³ specifically for the Common Learning Actions, if the envisaged project takes place only on the territories of fully participating countries or only on the territories of fully participating countries and third countries, then at least one of the partners in the project consortium needs to be established in one of the EU Member States

²⁴ In practical terms this means that the planned route has to be located on the territory of a Member State or a fully participating country, in order for the costs to be eligible under a Marco Polo II contract.

²⁵ Croatia and EEA countries (Norway, Iceland and Liechtenstein)

²⁶ In cases where these conditions are satisfied (in addition to the cost eligibility criteria as mentioned in Appendix 3 to the Call of Proposals), the costs of subcontracting shall be eligible

a) modal shift from road to inland waterways only, the minimum modal shift proposed by the action shall be an average of 13 million tonne-kilometres, or its volumetric equivalent, per year;

b) modal shift from road to Single Wagon Load traffic only, the minimum modal shift proposed by the action shall be an average of 30 million tonne-kilometres, or its volumetric equivalent, per year;

MOD4. **Competition:** actions will not lead to distortions of competition²⁷ in the relevant markets, in particular between transport modes alternative to road transport alone or within each mode, contrary to the common interest.²⁸

Exclusively for **maritime proposals**²⁹ an additional assessment of the market situation and the related risks of undue distortion of competition is introduced in the proposals' evaluation process.

6.2.2. Catalyst actions

CAT1. **Route:** The envisaged route, from which transport is shifted by the action, must involve the territory of at least two EU Member States/other fully participating countries or the territory of at least one EU Member State/fully participating country and a close third country. Modal shift shall take place on the territory of at least one EU Member State or a fully participating country.

CAT2. **Duration:** The action achieves its objectives within a period of a minimum of 36 months and a maximum of 60 months.

CAT3. **Threshold:** The minimum modal shift proposed by the action shall be an average of 30 million tonne-kilometres, or its volumetric equivalent, per year.

CAT4. **Competition:** actions will not lead to distortions of competition³⁰ in the relevant markets, in particular between transport modes alternative to road transport alone or within each mode, contrary to the common interest.³¹

Exclusively for **maritime proposals**³² an additional assessment of the market situation and the related risks of undue distortion of competition is introduced in the proposals' evaluation process.

²⁷ as provided in point 1 of the Annex to the Marco Polo II Regulation

²⁸ Modal shift figures must result from traffic diverted from the road and not from existing maritime, rail or inland waterway services. The verification of the modal shift figures and of the origin of the traffic diverted is subject to ex-ante and ex-post controls and/or audits.

²⁹ Relevant only for Short Sea Shipping (SSS) – type of projects or for multi-modal projects where the maritime component is predominant in terms of realised modal shift

³⁰ as provided in point 1 of the Annex to the Marco Polo II Regulation

³¹ Modal shift figures must result from traffic diverted from the road and not from existing maritime, rail or inland waterway services. The verification of the modal shift figures and of the origin of the traffic diverted is subject to ex-ante and ex-post controls and/or audits.

³² Relevant only for Short Sea Shipping (SSS) – type of projects or for multi-modal projects where the maritime component is predominant in terms of realised modal shift

6.2.3. Motorways of the sea actions

MOS1.Route: The envisaged route, from which transport is shifted by the action, must involve the territory of at least two EU Member States/other fully participating countries or the territory of at least one EU Member State/fully participating country and a close third country. Modal shift shall take place on the territory of at least one EU Member State or a fully participating country.

The Motorways of the Sea actions shall be consistent with the features of the Motorways of the Sea priority project defined in the framework of Decision No 661/2010/EU of the European Parliament and of the Council on Union Guidelines for the development of the trans-European transport network³³. Therefore, regarding projects within the EU, only those relating to the category A ports as defined in Article 12(2) of the said Decision (i.e. ports with a total annual traffic volume of not less than 1,5 million tonnes of freight or 200.000 passengers) will be eligible to Marco Polo funding under the Motorways of the Sea actions.

MOS2.Duration: The action achieves its objectives within a period of a minimum of 36 months and a maximum of 60 months.

MOS3.Threshold: The minimum modal shift proposed by the action shall be an average of 200 million tonne-kilometres, or its volumetric equivalent, per year.

MOS4. Competition: actions will not lead to distortions of competition³⁴ in the relevant markets, in particular between transport modes alternative to road transport alone or within each mode, contrary to the common interest.³⁵

Exclusively for **maritime proposals**³⁶ an additional assessment of the market situation and the related risks of undue distortion of competition is introduced in the proposals' evaluation process.

6.2.4. Traffic avoidance actions

TAV1.Routes: The envisaged route, from which transport is avoided by the action, must involve the territory of at least two EU Member States/other fully participating countries or the territory of at least one EU Member State/fully participating country and a close third country. Traffic avoidance shall take place on the territory of at least one EU Member State or a fully participating country.

TAV2.Duration: The action achieves its objectives within a period of a minimum of 36 months and a maximum of 60 months.

TAV3.Threshold: The minimum traffic avoidance proposed by the action shall be an average of 4 million vehicle-kilometres or 80 million tonne-kilometres per year.

³³ OJ L 228, 9.9.1996, p.1.

³⁴ as provided in point 1 of the Annex to the Marco Polo II Regulation

³⁵ Modal shift figures must result from traffic diverted from the road and not from existing maritime, rail or inland waterway services. The verification of the modal shift figures and of the origin of the traffic diverted is subject to ex-ante and ex-post controls and/or audits.

³⁶ Relevant only for Short Sea Shipping (SSS) – type of projects or for multi-modal projects where the maritime component is predominant in terms of realised modal shift

TAV4. **Competition:** actions will not lead to distortions of competition³⁷ in the relevant markets, in particular between transport modes alternative to road, contrary to the common interest.

TAV5. **Use of the EU grant:** European Union financial assistance for traffic avoidance actions must not be used to support business or production activities which bear no direct relation to transport or distribution, and should not adversely affect production output or workforce.³⁸

6.2.5. Common learning Actions

LEA1. **Duration:** The action achieves its objectives within a period of a minimum of 12 months and a maximum of 24 months.

LEA2. **Threshold:** The minimum grant threshold per action is €250,000.

LEA3. **Competition:** actions will not lead to distortions of competition³⁹ in the relevant markets, in particular between transport modes alternative to road transport alone or within each mode, contrary to the common interest.

6.3. Selection criteria

S.1. Financial Capacity of Applicants

Applicants must be legally constituted and registered in conformity with their national law and/or European law. They, acting alone or in a consortium, must have the financial capacity to give confidence in the action to be supported. Evidence of this requirement should be provided with last available, audited, unconsolidated financial statements of each legal entity requesting the grant⁴⁰.

S.2. Technical Capacity of Applicants

Applicants must have the technical and operational capacity to complete the action to be supported and should justify it with appropriate supporting documents. This capacity shall be supported with evidence of at least a 5-year experience by the applicants in the commercial and business area where the project will be implemented or with evidence of at least 5-year experience of their directly involved employees⁴¹ in the commercial and business area where the project will be implemented. Documentary evidence of this requirement shall be provided with company records and CVs.

³⁷ as provided in point 1 of the Annex to the Marco Polo II Regulation

³⁸ As provided in points 1 and 2 of the Annex to the Marco Polo II Regulation

³⁹ as provided in point 1 of the Annex to the Marco Polo II Regulation

⁴⁰ Information on the method of assessment of the financial capacity is provided in Section 3.4 of the Call for Proposals and the guidance note published on the Marco Polo website: http://ec.europa.eu/transport/marcopolo/getting-funds/application-packs/2012/index_en.htm

⁴¹ Staff covered by employment contracts with the applicant and registered on the payroll of the legal entity.

7. AWARD CRITERIA

7.1. Quantity of freight shifted off the road or quantity of road traffic avoided

This criterion requires a clear definition and presentation of both the old “road” route and the new “modally shifted” route for Modal shift, Catalyst and Motorways of the Sea actions.

Common learning actions are not required to be concerned with a transport route.

For Traffic avoidance actions a clear definition and presentation of the old and new transport service (route, number of trucks, number of tonne-kilometres and number of vehicle-kilometres) are obligatory.

7.1.1. *Modal shift*

The effected Modal shift in a Modal shift, Catalyst and Motorways of the Sea action is to be measured in tonne-kilometres.

As an **alternative for light goods** the volume equivalent “freight tonnes” measured in m^3 may be used by the applicant. This means, that **4 cubic metre–kilometres (m^3km) shall be equivalent to 1 tonne-kilometre (tkm)**, and all calculations and key-figures throughout the proposal are to be presented in analogy to the tonne-kilometres case. The choice of basic unit m^3km or tkm must be clearly specified by the applicant. The volumetric equivalent can only be used in case actual goods are transported; in the case of transport of empty loading units or empty packaging the volumetric equivalent cannot be used.

7.1.2. *Traffic avoidance*

The effected traffic avoidance is measured in vehicle-kilometres (or tonne-kilometres or its volumetric equivalent). This is measured in comparing the new quantity of road transport versus the old one.

7.2. Environmental benefits and external costs savings

Environmental benefits and external costs savings have quantitative and qualitative elements and they must be thoroughly described and justified.

The quantitative environmental benefits and external costs savings calculation is based on a comparison of the relevant external costs for the old “road”-route with the new “modally shifted”-route respectively “old” transport service with the “new” concept of traffic avoidance. Only environmental benefits and external costs savings achieved on the territory of EU Member States and other countries fully participating in the Marco Polo Programme may be used for this calculation.

7.3. Credibility of the action

The market research or feasibility study results and a business plan coherent with the action described, are vital elements to judge the credibility of the proposal as well as the likely utilisation of the service in terms of potential customers (supported by letters of intent, or even better, letters of commitment), presentation of business objectives etc. When applicable, a proper analysis of the service's competitiveness compared to existing road operators should be provided covering at least a comparison of costs and travel times.

7.4. Viability of the action

All actions should be sustainable beyond the project duration. This should be clearly demonstrated in a solid business plan, including clear profit and loss projections.

7.5. Innovative approach

All actions (except Modal shift actions) have to be innovative.

7.6. Dissemination plan

For all actions (except for Modal shift actions) the results and methods shall be disseminated based on a concrete and detailed dissemination plan.

7.7. European added value – Improvement of co-operation, sharing of know-how

This criterion is only applicable to Common learning actions and covers the European dimension of the action, the target groups to be trained or reached, the cooperation among the stakeholders and the sharing of know-how. The added value of the action should be demonstrated through a proper analysis of the situation in the sector and any potential shortcomings the action would contribute to correct.

8. ACCOMPANYING MEASURES

Pursuant to Art 12 of the Marco Polo Regulation⁴², the Work Programme 2012 covers additional accompanying measure: "Marco Polo communication activities for 2012", focusing on implementation of the activities aimed at promoting the Programme. It will be realised by the Executive Agency for Competitiveness and Innovation through its framework contracts with overall estimated budget of €100,000 (covering approximately 3 – 6 activities realised throughout the year 2012).

9. BUDGET

The proposed budget for 2012, coming from the budget lines 06 01 04 01, 06 02 06 and 06 01 04 32 is approximately €66.4 million. This amount includes:

- i) appropriations for the call for proposals amounting to €64.6 million, with which the Commission envisages to fund around thirty-six (36) projects;
- ii) funding in the amount of €0.1 million for certain administrative expenses such as acquiring external expertise, organisation of meetings, dissemination of information, external studies and publications;
- iii) the annual transfer to the Executive Agency for Competitiveness and Innovation (EACI) of €1.6 million to cover the Agency's administrative expenses;

⁴² Regulation (EC) No. 1692/2006 of the European Parliament and of the Council of 24 October 2006 establishing the second "Marco Polo" programme for the granting of Community financial assistance to improve the environmental performance of the freight transport system ("Marco Polo II"), OJ L 328, 24.11.2006, p 1.

iv) €0.1 million to finance the accompanying measure as referred to in Section 8 of the present document.

11. ANNEX

Marco Polo call for proposals 2012, laying down the detailed rules concerning the procedure for submission, selection and financing of actions under the second “Marco Polo” Programme.