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Shortsea: Challenges Ahead

Athens, 13.06.2019

1. RAM IN A NUTSHELL

2. FOCUS ON INCENTIVE SCHEMES TO PROMOTE MOS AT NATIONAL LEVEL: **MAREBONUS**

3. FOCUS ON INCENTIVE SCHEMES TO PROMOTE MOS AT EUROPEAN LEVEL: **MED-ATLANTIC
ECOBONUS PROJECT**

RAM S.p.a.

Logistica · Infrastrutture · Trasporti

1. RAM IN A NUTSHELL

RAM IN A NUTSHELL COMPANY'S EVOLUTION

2008

ReteAutostrade
Mediterranee S.p.a.

2017

RAM S.p.a.
Logistica · Infrastrutture · Trasporti

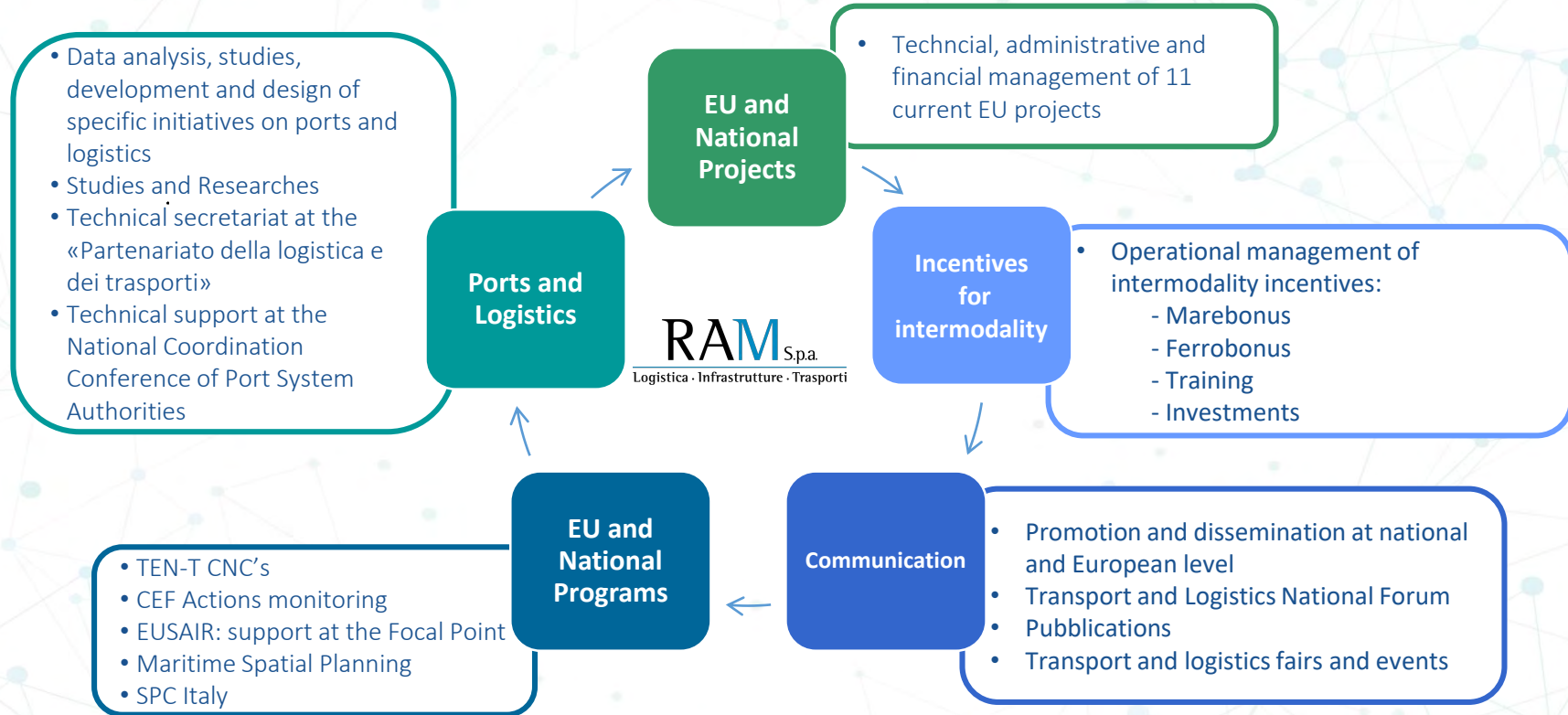
NEW NAME – NEW MISSION

Founded on 17th march 2004, in November 2017 the Company modified its Statute, converting its name in **RAM Logistica Infrastrutture e Trasporti Spa** and expanding its functions in the **strategic planning and operational support in transport, infrastructural and logistics sector**, in conjunction with the **Italian Ministry of Infrastructure and Transport**.

| | | | |
|---------------|---|---------------|--|
| SHARE CAPITAL | 100% IT Ministry of Finances | SHARE CAPITAL | 100% IT Ministry of Finances |
| OPERATIONAL | In house company IT Ministry of Infrastructures and Transport | OPERATIONAL | In house company IT Ministry of Infrastructures and Transport |
| MISSION | Motorways of the Sea Development | MISSION | Technical support for Transport and Logistics planning and programming |

RAM IN A NUTSHELL

MAIN ACTIVITIES



In April 2015, RAM S.p.a. the Ministry of Infrastructures and Transport appointed RAM Spa as **Short Sea Shipping Promotion Center – Italy (SPC-Italy)**

The activities :

- ❖ Support the **implementation of the National Strategic Plan for Ports and Logistics** as implementing body of the Italian Ministry of Infrastructure and Transport;
- ❖ Development of initiatives for the promotion of MoS and intermodality;
- ❖ **Participation to EU projects** supporting Short Sea Shipping and MoS in Europe (Med Atlantic Ecobonus, Fresh Food Corridors projects);
- ❖ Organization and participation to **events and meetings** engaging the major stakeholders;
- ❖ **Data elaboration** and collection on SSS and MoS traffic in Italy;
- ❖ Elaboration and coordination of the **ESN newsletter**.

In addition to that, **SPC-Italy collaborates with the Escola Europea de SSS** of Barcelona (a training center that offers courses to students and professionals of Short Sea Shipping and intermodal transport) in the following activities:

- joint elaboration of project proposals within the CEF and Erasmus
- teaching and participation to the Institute courses (MOST ITALY).



An aerial view of a multi-lane highway stretching into the distance under a blue sky with scattered white clouds. A large white semi-truck with a green stripe is driving away from the viewer in the right lane. To the right of the highway, a train with several blue and white freight cars is moving in the same direction. The background shows a hazy landscape with some greenery and hills.

2. FOCUS ON INCENTIVE SCHEMES
TO PROMOTE MOS AT NATIONAL LEVEL: **MAREBONUS**

THE MARITIME DIMENSION OF THE TEN-T NETWORKS: MOS BENEFITS

| Externalities | Road Transport €/1000tkm* | Rail Transport €/1000tkm** | Maritime Transport €/1000tkm |
|------------------|------------------------------|-------------------------------|---------------------------------|
| Air Pollution | 4,91 | 1,111 | 1,81 |
| Greenhouse Gases | 5,32 | - | 1,5 |
| Accidents | 1,23 | 0,001 | - |
| Congestion | 14,85 | 0,250 | - |
| Noise | 0,09 | 0,131 | - |
| Total | 26,40 | 1,492 | 3,31 |

* Vehicles from 17,1 tons

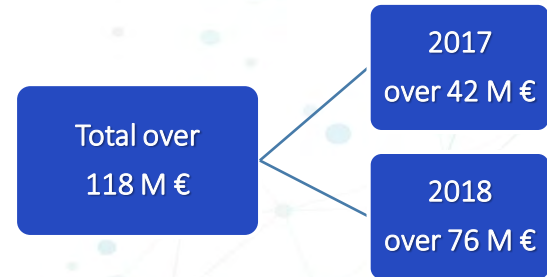
** 100% electric traction

Source: Price Waterhouse Coopers SpA, 2015

INCENTIVES' OPERATIONAL MANAGEMENT FOR THE INTERMODALITY

MAREBONUS

- Following the Ecobonus Incentive (2007-2010) that provided a **reimbursement of up to 30% of the costs sustained by road haulage companies** that choose to use the Motorways of the Sea rather than roads and motorways, the Italian government, through the implementing body RAM, is boosting the use of highways of the sea with the 'Marebonus' instrument (approved by EC with **decision C(2016) 8459 19 December 2016**).
- The **objective** of Marebonus is to support the launching of new maritime services for combined freight transport or the upgrade of existing services for combined freight transport, **sustaining so the whole intermodal chain** and thus generating **environmental and wider social benefits** from reduced lorry journeys on the road network.
- Marebonus, with its budget of over 118M €, provides grants to ship-owners (up to 30% of operational costs) with the intention to offset some of the additional costs of switching to a more environmentally friendly mode of transport with the commitment to transfer at least 70% of the aid received as discount or reimbursement to end users/hauliers.



MAREBONUS: BENEFICIARIES AND MECHANISM

Beneficiaries

The ship-owning companies, also in form of consortia or through slots agreement, based in one of the European Union or the European Economic Area, which submit three-year projects for the improvement of new shipping services Ro-Ro and Ro-Pax for multimodal transport of goods or improvement of the services on existing routes, arriving and departing from ports in Italy, connecting ports situated in Italy or in other EU Member States or the European Economic Area.

Incentive Mechanism

The incentive may vary until an established maximum of 10 euro cents per embarked units multiplied by each kilometer of road avoided. Eligible routes and distances in kilometers of road avoided are contained in an implementing decree issued after the ministerial decree.

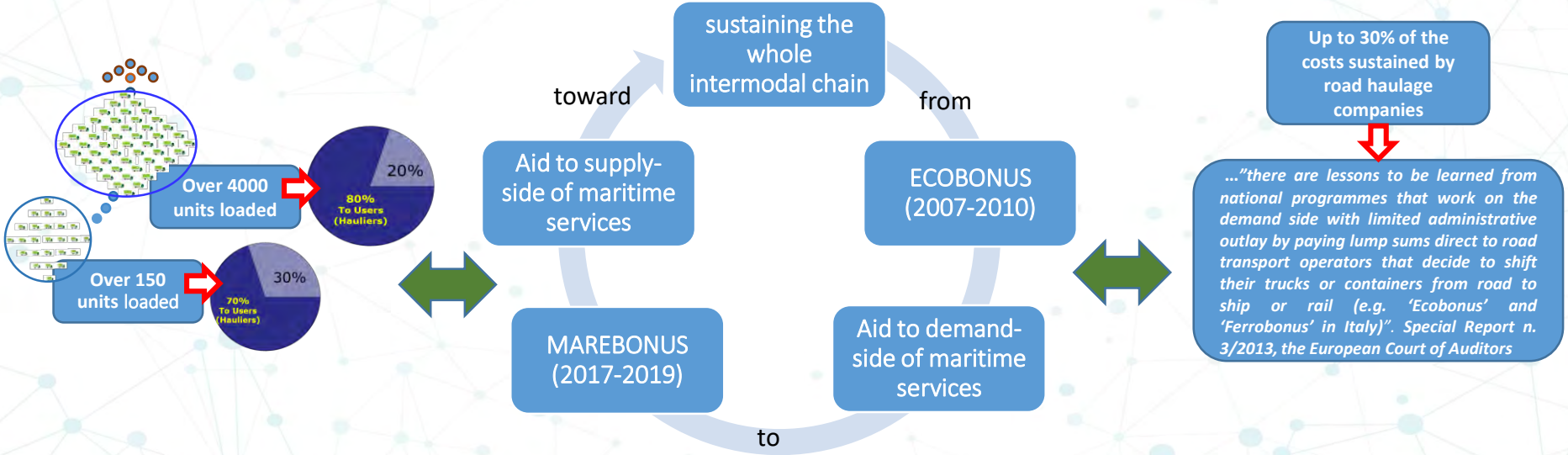
Indirect contribution sharing system

In order to reinforce the intermodal chain and the financial sustainability of the projects to be implemented, the beneficiary will be required to allocate annually for customers who have made at least 150 shipments of transport units per year, a quota of at least 70% of the grant received. That percentage is raised to at least 80% for firms that have embarked at least 4000 shipments of transport units per year.

INCENTIVES' OPERATIONAL MANAGEMENT FOR THE INTERMODALITY

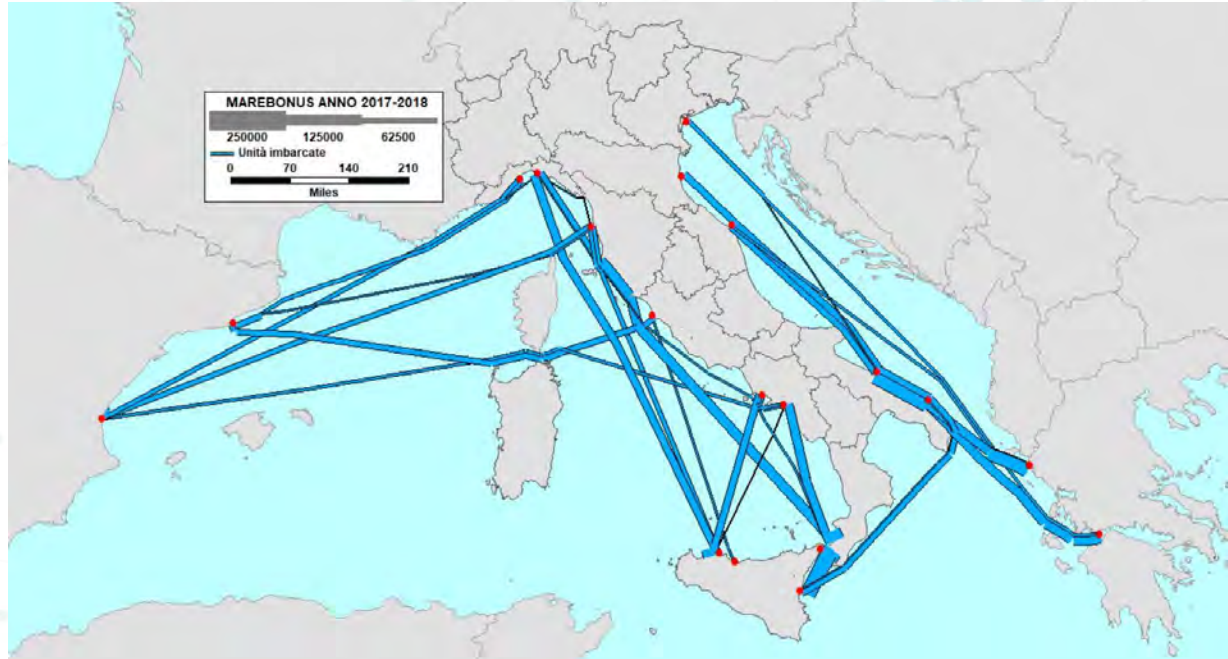
MAREBONUS

- Marebonus provides **grants to ship-owners** (max 0,10 € per loaded unit) with the intention to offset some of the additional costs of switching to a more environmentally friendly mode of transport with the **commitment to transfer at least 70%** of the aid received as discount or reimbursement to end users/hauliers.



MAREBONUS: FIRST RESULTS 1/2

Observed freight flows after the first reporting year*



- ❖ 6 European ship-owners
- ❖ 49 projects:
 - 10 new maritime services;
 - 39 improvement of existing services.
- ❖ Around 40% of sea routes belongs to international maritime cabotage.
- ❖ More than 70% of National resources will be granted to end-users of maritime services.
- ❖ More than 1,3 M* units embarked after the first year (2017/18).
- ❖ The unit value of the contribution for each embarked unit should be between 0.04 cents euro and 0.05* cents euro (year 2017/18).

*Data will only be confirmed after verification on reporting documents

MAREBONUS: FIRST RESULTS 2/2

- Marebonus freight traffic 2017/2018:
 - ❖ 922 Mln of vehicles·km in terms of avoided Km from road;
 - ❖ about 4,7% of the Motorways heavy duty vehicles flows in Italy (2018);



- ❖ **estimated save***: more than 650,000 tons of CO2 equivalent during the first reporting period (approximately comparable with the emissions produced by the traffic in a city of a almost 1 Mln inhabitants per year);
- ❖ **external costs savings***: around 360 Mln. € during the first reporting period.

**Data will only be confirmed after verification on reporting documents*



3.FOCUS ON INCENTIVE SCHEMES TO PROMOTE MOS AT EUROPEAN LEVEL:
MED-ATLANTIC ECOBONUS PROJECT

INCENTIVES' OPERATIONAL MANAGEMENT FOR THE INTERMODALITY MED ATLANTIC ECOBONUS

MED ATLANTIC ECOBONUS



Co-financed by the European Union
Connecting Europe Facility

Partners of the Action: Puertos del Estado – Spain (Lead Partner); Ministries of Transport of France and Italy, Instituto da mobilidade e dos transportes (Portugal),

Duration: July 2015 – December 2018

Budget: € 1.543.842,00

INCENTIVATION MECHANISM

The Traditional Approach

- CEF boosts intermodal transport acting on the supply of soft and hard infrastructures
- Marco Polo and Marco Polo II boost intermodal transport acting on the carriers

The Italian Approach

- In the Italian experience intermodal transport is boosted acting on the Demand, as illustrated by the successful Ecobonus, Ferrobonus and Marebonus actions

The project will be presented during the next MoS Forum (Brussels 21.06.2019) as best practice

DUAL CALL MECHANISM

First Call



Green Investments



Ship Owners



Based on the environmental performances of the vessels used

Second Call



Green Routes



Road Hauliers



Based on the environmental performances of the shipowners and on the number of trips

Achieving Modal shift and boosting the environmental performances of intermodal transport

THE END GAME

**Presentation of the
project at the EU
Parliament
(04.12.2018.
Closed session)**

**Convergence of
the Member
States in order to
incentivize
Intermodality**

**Inclusion of the
Incentive Scheme
in the 2021 – 2027 EU budget**

**Allowing Member States to deploy their national
funds for the incentivization of intermodality**

**A much needed modification of the 2004 guidelines on state aid to
maritime transport and their application by the Commission by allowing
state aids based on modal shift and not only on start ups**

Please visit <http://mae-project.eu/> to download the MAE executive report and other
project documentation

AFTER THE PROJECT ENDS THE INCENTIVE SCHEME KEEPS GOING FORWARD

After the project ended, there has been an exchange of communications between RAM and EU Commissioner for Mobility and Transport Violeta BULC, who declared that «*The Med Atlantic Ecobonus study plays an important role in stimulating the debate for the use of eco-incentives in sustainable freight transport and contributes to tackle the issue of decarbonization systematically and methodically.*»

Concerning the possible inclusion of the incentive scheme within the CEF 2021 – 2027 Programming Framework, she declared: «*Once the CEF II regulation is approved we will also look more deeply into the different implementation schemes and tools for this fund. Your results of the Ecobonus project will certainly be very valuable for these discussions*»

Moreover, RAM will cooperate with the European Commission and the Italian Ministry of Transport for the organization of a Thematic Seminar planned in November 2019 on “Financing MoS”.

Prof. FRANCESCO BENEVOLO

Managing Director

RAM Logistica, Infrastrutture e Trasporti Spa

Thank you for your attention!
