



ATLANTIS

A motorway of the sea linking Leixoes, Brest and Liverpool

THE CONDITIONS FOR SUCCESS

LESSON LEARNED & CONTRIBUTION TO THE MID-TERM REVISION OF THE CEF/MOS PROGRAM

INTRODUCTION

ATLANTIS is performed by an already well-established consortium - the ports of Brest, Leixoes and Liverpool - which has been working on the project from the beginning of 2014.¹ A number of project feasibility studies carried out early in the project have led to the definition of an Atlantis model that describes a service connecting the 3 ports and their hinterlands to offer a RoRo service with two rotations per week.

The project was launched after the cessation of the Marco Polo aids allocated to cover the startup risks of MOS services. ***One of the objectives of the project is to define innovative economic, financial and legal models to ensure its sustainability.*** It's a pathfinder project.

Lessons learned will be shared to contribute to the mid-term review of the MOS program and to the updated version of the MoS Detailed Implementation Plan, expected from the European coordinator by summer 2017.

FEEDBACK

The ATLANTIS study covers three main items:

- ⇒ **The physical infrastructures:** port, logistic, multimodal sea/rail-road connection
- ⇒ **The digital infrastructure:** a seamless "Logistics Single Window" facilitating multimodal connections.
- ⇒ **The financial and legal infrastructure:** the technico- economic scenario, financial and legal arrangements.

The economic study reveals an existing potential market for new MOS services in the Atlantic Area, currently channeled on road. It's an economic development opportunity for the partner ports and regions. But the question is: how to exploit it?

The economic models also reveal the complexity to adjust attractiveness and viability conditions:

- ⇒ **MOS markets:** are particularly sensitive to cost and time efficiency. Maritime lines must be more than competitive with the road. They must be attractive. At present the strong sea-road competition requires incentives to create a sustainable shift of traffic from road to sea.

¹ The 'Leixoes-Brest' line was also selected by the French and Portuguese governments in 2008 as a candidate to the MOS program. The partners have also worked together under the framework of the Marco Polo program (20092011).

- ⇒ **Infrastructures:** Atlantic MOS services strongly depend on financial investment aids, in particular for the port and hinterland infrastructure, to reduce the startup risk. This concerns:
 - ⇒ The vessels (an essential part of MOS infrastructures): the recommended intervention of (30%),
 - ⇒ The ports, road/rail and logistic infrastructures: currently set at 30%, this aid should be adjusted to the level of challenge (risk evaluation criteria)
 - ⇒ The digital infrastructures: technically mature, the Logistic Single Window formal concept needs an extra effort for dissemination throughout private logistic service providers. E-booking services should benefit from policies and promotion actions to convince the market

- ⇒ **Legal arrangements:** The study has set out possible solutions to:
 - ⇒ isolate and manage the startup risk (avoiding that the maritime operator would bear it alone)
 - ⇒ facilitate public/private partnerships and investments to develop Atlantic MOS services, of general interest

At last, and whatever the selected solutions will be, a pilot phase is necessary to adjust and to test in real conditions these arrangements. This phase, of 3-4 years minimum, should allow the testing of new financial measures with European agencies and stakeholders.

RECOMMENDATION

We recommend classifying MOS projects according to their general regional/European benefit. This would allow modulating the provision of aids appropriately.

The status of “services of general interest” should be recognized for Atlantic MOS (these services are important for regional and EU transport policies)

This status should enable specific legal ⁽²⁾ and financial ⁽³⁾ arrangements, to develop new MOS services completing and/or sustaining existing ones. This goes with a discussion on the governance.

We also recommend to promote and to support dissemination effort of the Logistic Single Window formal concept.

CONCLUSION

Atlantis represents a new economic development opportunity for the ports and their hinterlands. It is also a possible model and pathfinder action for other ports and regions willing to develop new maritime services when purely commercial services are not viable at the current time.

MOS are a backbone of Blue Growth policy. They serve a general interest of sustainable development, derived from maritime activities. MOS require new PPP models and new financial instruments to ensure their viability when the market conditions are not sufficiently attractive for the banks and the private sector.

² EEIG or other

³ PPP through blending facilitated by European regulations

CARTOGRAPHY OF THE PROJECT

The geographic and economic rationale of the project is highlighted below:: its integration in the European TEN-T corridor and the potential of maritime transport development in the Atlantic area.

Taking into account transatlantic traffic growth forecasts, with the extension of the Panama canal, the project addresses economic development opportunities at all scales: transatlantic, intra and extra-European.



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