



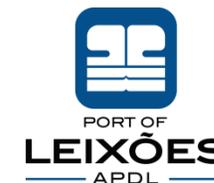
Co-financed by the European Union  
Connecting Europe Facility



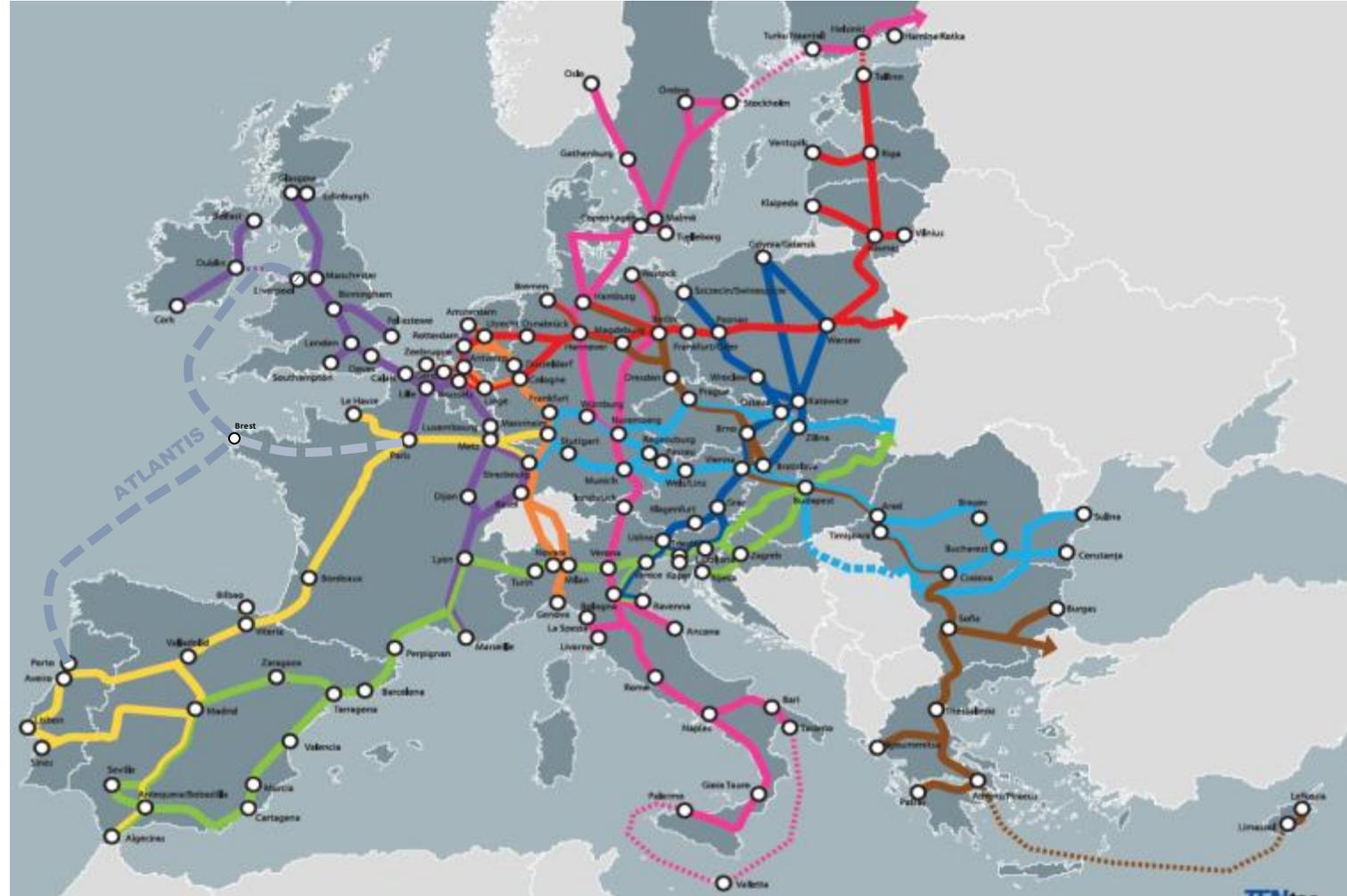
# Atlantis : a MOS in the Atlantic area

The conditions for success

Brussels - 2017-03-07



# ATLANTIS : setting up a MOS connection in the Atlantic



**MOS : a maritime dimension of the Connecting Europe Facility (CEF) priority**

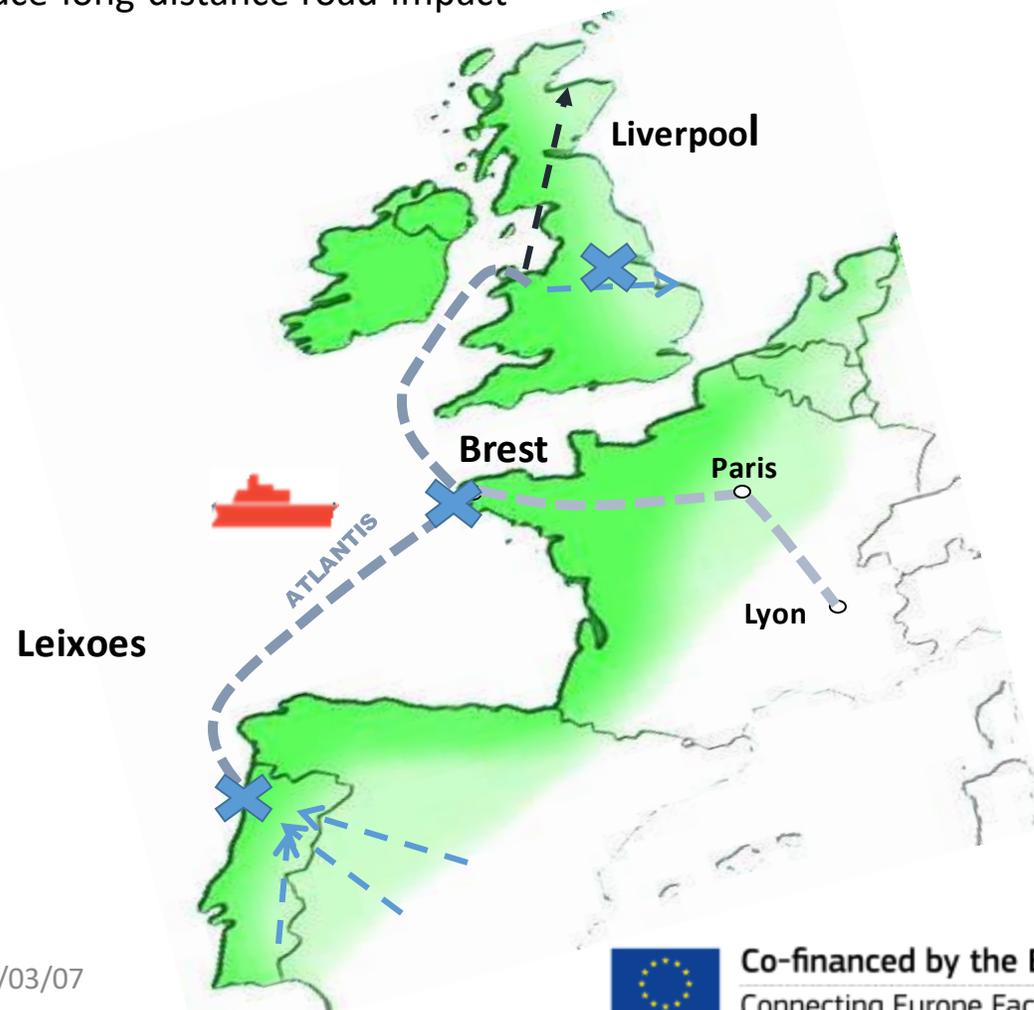
Establish a **trans-European network of Motorways of the Sea** that concentrates flows of freight on **viable, regular, and reliable sea-based transport services** integrated in logistic chains to:

- ✓ **Reduce land transport congestion**
- ✓ **Use of more sustainable transport modes of transport**
- ✓ **Increase Transport Efficiency and Effectiveness**
- ✓ **Improve accessibility to peripheral region**

# 1- Atlantis : objectives



- ❖ Improve North-South Europe freight transport
- ❖ Connect and enlarge TEN-T network
- ❖ Reduce long-distance road impact



## Objective:

- A new MOS line to interconnect Brest-Liverpool – Leixoes and their hinterlands

## Hypothesis :

- A RoRo service, 2 rotations/week
- Brest: hub to Paris and Lyon (rail)
- **No subsidy (for example Marco Polo)**

## Three study axes:

- ✓ **Infrastructure** (port, logistic, rail...)
- ✓ **Info-structure:** a «Logistic Single Window »
- ✓ **Economic , legal and financial structure:**
  - ➡ A sustainable economic scenario
  - ➡ Innovative financial and legal models to cover the start up risk

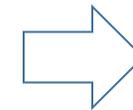
# 2- Facts



Strong competition from road haulage resulting from the development of main axes «Core network »



Competition from the Vigo-Montoir route (EU and national aids)



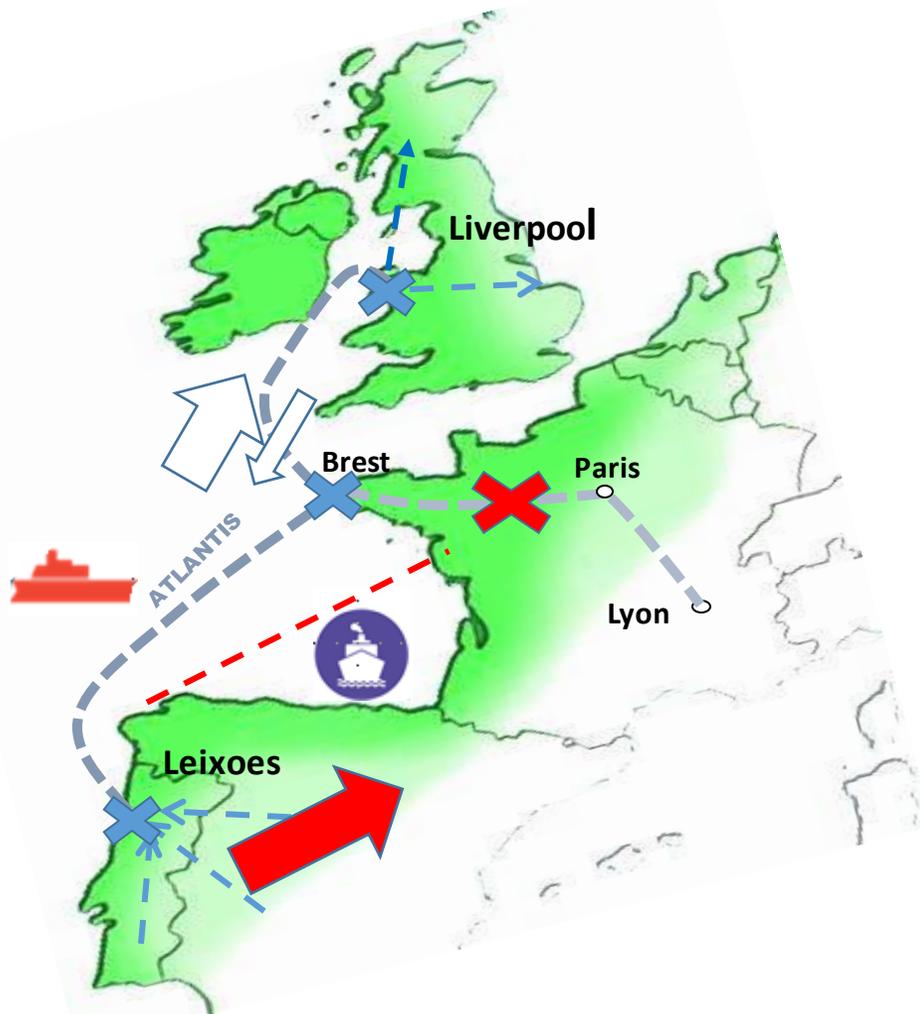
UK: unbalanced flows (low export compared to import)



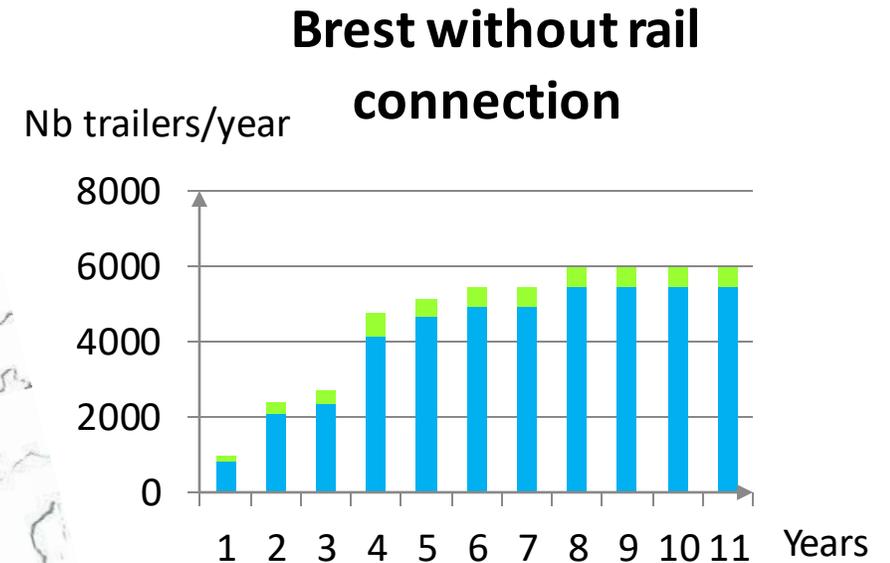
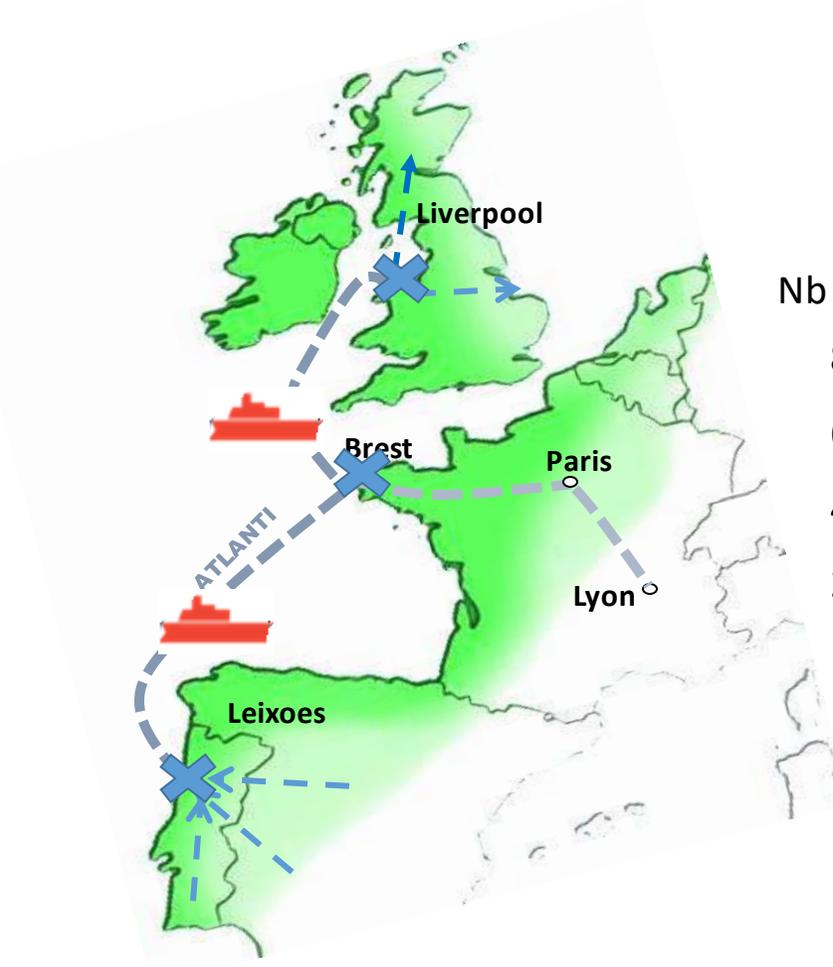
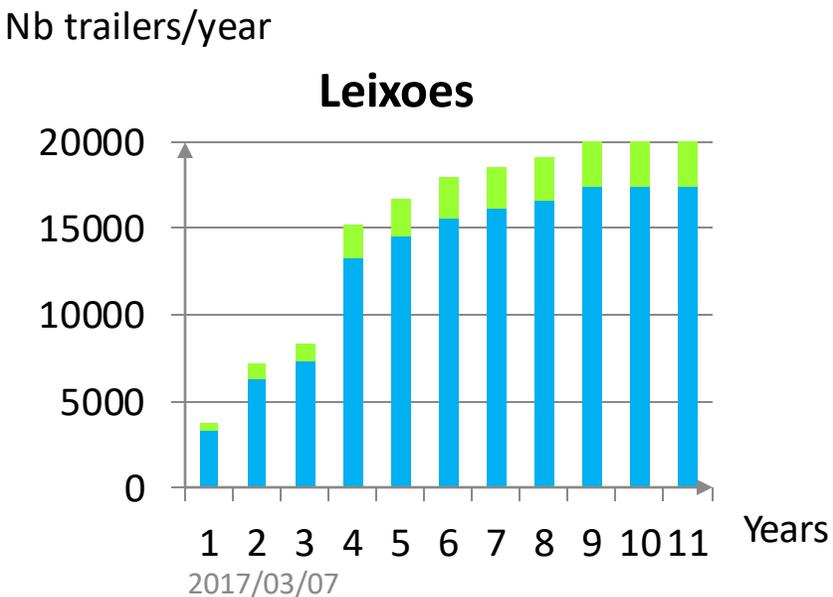
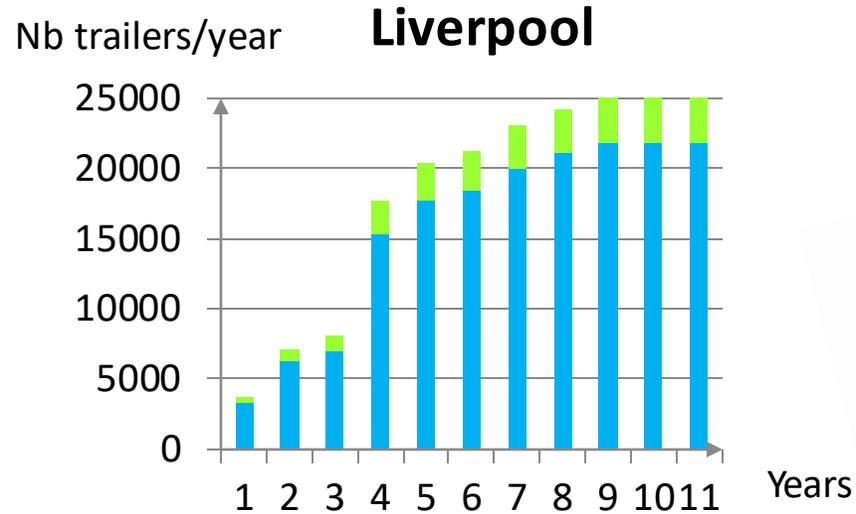
Brest: A hinterland reduced by the lack of rail connection (cessation of Combiwest service)



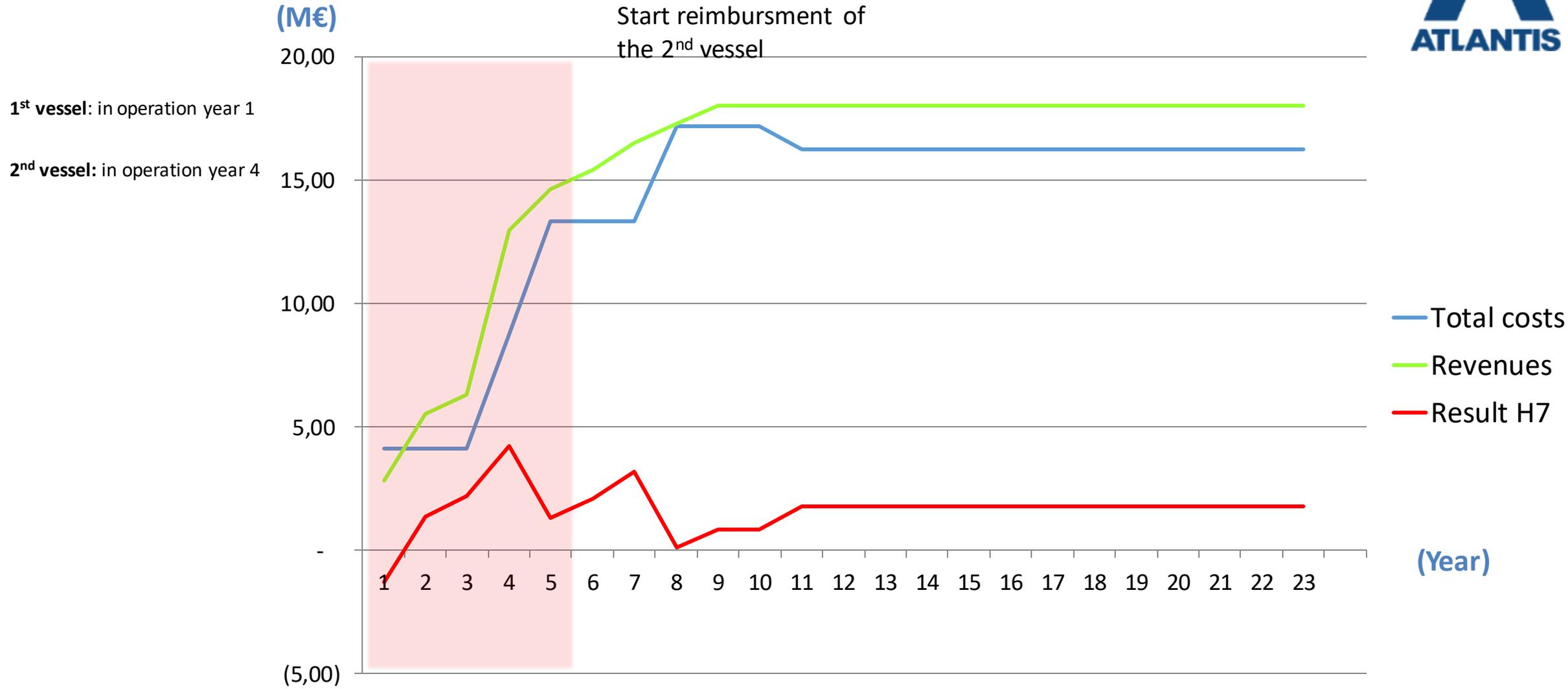
RoRo vessels are rare (a speculative market)



# 3. Economy (2/4)



# 3. Economy (3/4)



Total costs (M€): capital, exploitation, port operation



2017/03/07

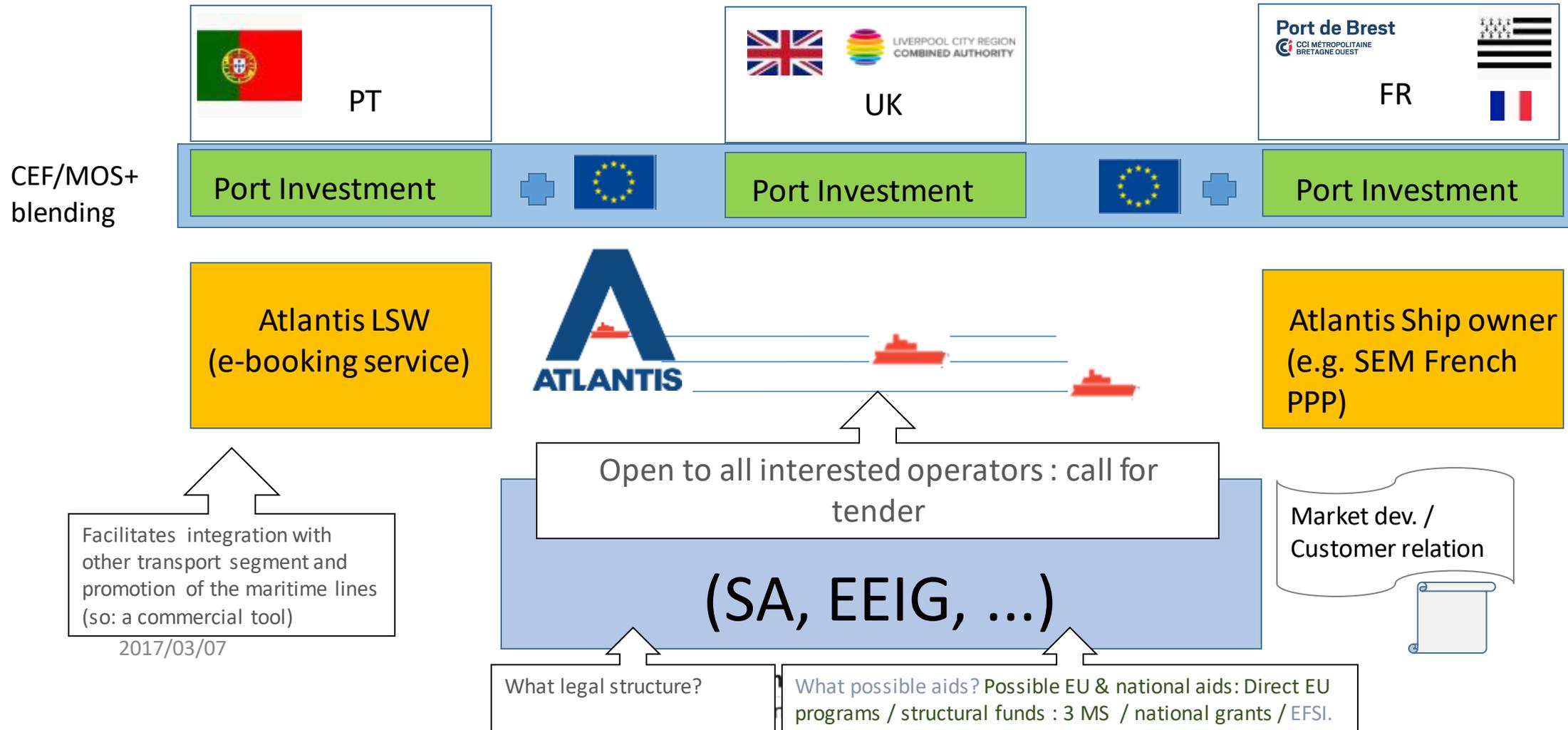
# 3. Economy (4/4)



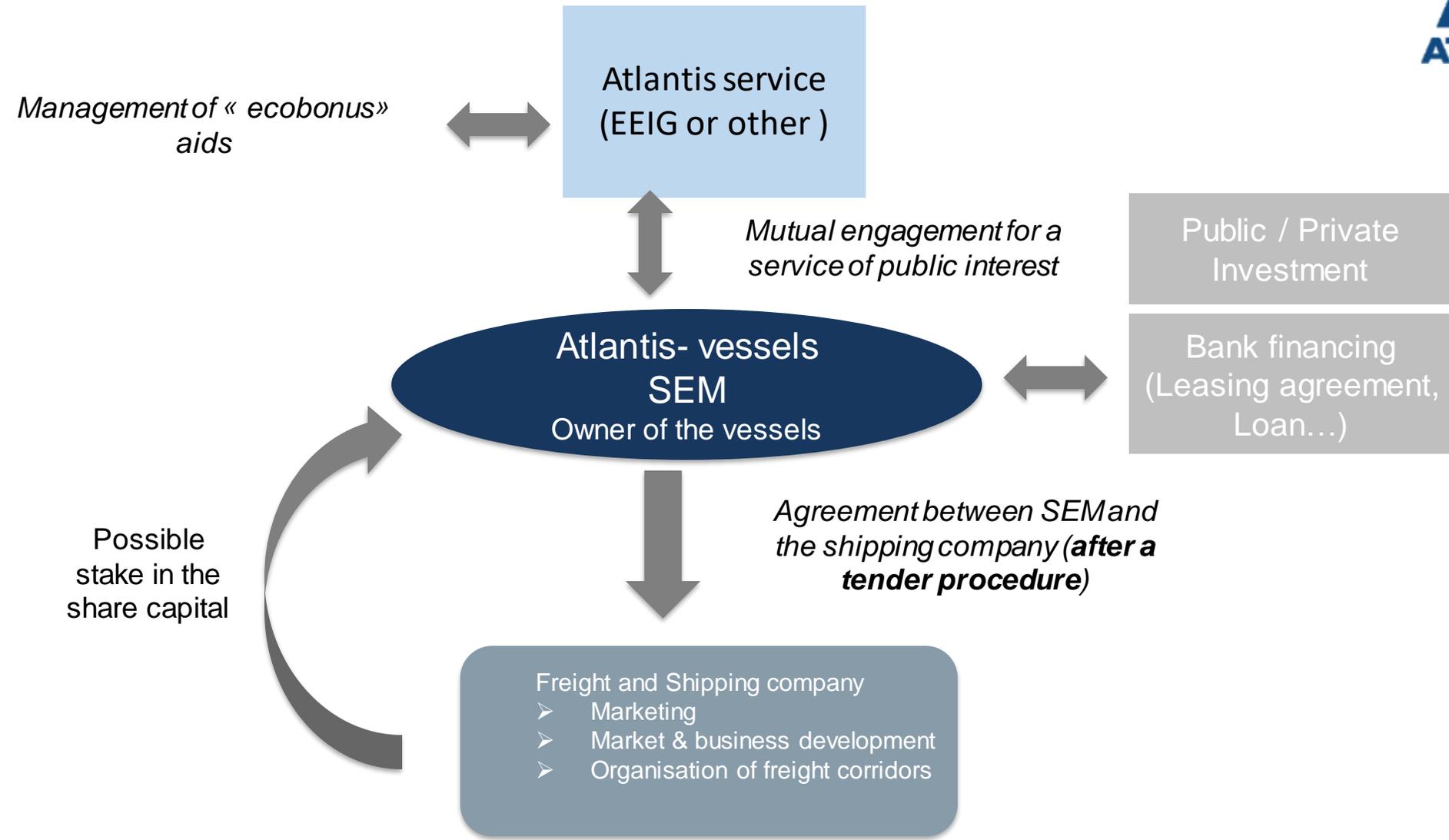
- **The economic analysis demonstrates:**
  - A market potential but a strong competition with the road
  - Necessity to provide incentives to motivate change of habits
  - Necessity to reduce investment costs: aids for infrastructures including the vessels (min: 30%)
- **Atlantis** : a service of general interest:
  - Main objective: economic development of the partners' regions
  - Main benefit: Remove road traffic
  - A combination of « Interests » to carry the project and not only the maritime company
- Which legal and financial models? ...



# 4- Legal and financial arrangements: Overview



# 4. Legal model – possible approach (2/3)



# 5- Conclusions and recommendations



- ➔ • **Conclusion**  
Atlantis has demonstrated that it is necessary to aid MOS and to adjust the aids to the geo-economic situation

- ➔ • **Recommendations**
  - **Consider MOS as a new application of the «service of common (economic) interest »**
  - **Define Maritime Corridors** and classify MOS according to development necessity
  - **Promote the concept of Logistic Single Window**
  - **Define financial measures** to motivate road to sea transfer
    - ✓ New incentives to stimulate the market
    - ✓ Blending to finance the infrastructures: port infrastructures, vessels (an infrastructure); info-structure
    - ✓ Motivate and facilitate the setup of sustainable consortia to create and to operate multi-port services

- ➔ • **Proposal for the next – immediate step:**
  - **A pilot action covering the start up phase to test the models and prepare the market**

