

ASECAP DAYS



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## *Ensuring Sustainability in Times of Dwindling Traffic: The Role of Tolling*

*Divani Caravel Hotel  
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**28.05.2014 - PLENARY SESSION “Can the concession model be a key instrument to finance and develop an efficient and sustainable infrastructure network?”**  
**CONSIDERATIONS FROM AISCAT**



## Brief overview of the Italian toll highways' concessionaires



### Italian Highways' Network operating at 31-12-2013

➤ Tollo	Km 5.813,5
➤ Toll free	Km 937,7
Total	Km 6.751,2

**Traffic data:** better situation than in the last five years. During the period **2013 - 2012** an average decrease of **- 1,7%** (HLs+LVs) has been registered.

**Safety data:** during **2013** a reduction of **- 1,5%** for the accidents, compared to 2012, has been registered. Continuous engagement of the toll concessionaires companies for increasing road safety.

## Main highlights currently under examination (1)

### AN ITALIAN TRANSPORTATION AUTHORITY

- Created by law in the beginning of 2012, nomination of members in summer 2013
- The competences of the Authority apply to sectors already widely regulated and controlled by a variety of different actors
- Specific competences of the Transportation Authority for the highways' sector:
  - ❖ only for future concessions fix the tariffs' system on the basis of *price cap* methodology;
  - ❖ define the concessions' frameworks to be included in the future tenders related to highways' management or construction;
  - ❖ promote an efficient management of the highways' network, stimulate competition, look for a costs' limitation for the users
  - ❖ define the minimum content of the specific users' rights, also in terms of refunding them

*Need for our sector to closely monitor the development of  
Transportation Authority's activities and competences*

## Main highlights currently under examination (2)

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### TARIFFS' MODULATION EXPERIMENTAL INTRODUCTION

- AISCAT - Infrastructure Ministry Framework agreement (February 2014)
- application: single agreements between and Ministry and each toll Italian concessionaire
- duration: from 01.02.2014 to 31.12.2015
- beneficiaries: pre-registered commuters driving between two pre-identified toll stations for a maximum distance of 50 km
- modalities: tolling discounts up to 20% and starting only after 20 trips (1% for the 21<sup>nd</sup> trip, 2% for the 22<sup>nd</sup> one and so on)
- conditions: beneficiaries need to have a *Telepass* and to be registered on the “tolling discounts” web-page of [www.telepass.it](http://www.telepass.it)
- toll concessionaires bear themselves the possible decrease of revenues, the evolution being monitored by a joint working group (Aiscat, concessionaires, Ministry)
- Look for possible compensation solutions to be negotiated and agreed upon with the Ministry

## Need to re-think the existing concessions

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### POSSIBLE ENVISAGED SOLUTIONS

- The current financial crisis has made investors highly selective and investments very scarce, especially for large network infrastructures
- In this framework, our sector is called to find a balanced solution aimed at finding a good compromise between the need of “freezing” the tariffs’ increase, and the need of ensuring to the infrastructure system the necessary resources for its development, needs both indispensable for helping the economic recovery

Which solutions? Try to review the existing concessions’ frameworks, with two possible scenarios:

- concentrate the resources on useful initiatives - through a selection of the really needed projects and the elimination of others which are not anymore useful
- carry out the reunification of different and contiguous road sections, thus making it possible to use the profit generating capacity of some of the road sections to continue the construction of other sections, and to ensure their continuous improvement, as well as high standards of safety and quality for the benefit of the users

WHATEVER SOLUTION WILL HAVE ALWAYS TO BE COHERENT AND COMPLIANT WITH  
THE EU LEGISLATION

## *New EU legislative rules on concessions: AISCAT considerations*

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- AISCAT and its concessionaires followed very closely the legislative procedure for the adoption of Directive 23/2014 on the award of concessions' contracts
- The new legislative text contains very important provisions for a good and efficient functioning of the concession instrument, which plays a strategic role in several economic sectors, in a wider perspective of increasing PPP frameworks
- We do believe that the overall background that supports the new legislative approach is indeed coherent with the real nature of the concession model, because – according to the new Directive – concessions are based on the existence of an “operational risk”
- Now, it is time for Member States to transpose this Directive into their National legislations: we do hope that the transposition will follow this European simplification approach, expression of a well-defined policy aimed at contributing to the economic recovery and growth of the EU Countries
- We find it very useful the work carried out by the EC in helping the Member States with the transposing operations, mainly because it is important to ensure an homogeneous and unilateral interpretation of the EU law
- Italian provisions related to concessions are more rigid and detailed compared to the EU law, while they should look to the European approach which sees the concessionaire as an operator that makes investments and bears the operating and economic risks of his activity

## Answer to the session's main question

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*Can the concession model be a key instrument to finance and develop an efficient and sustainable infrastructure network?*

Yes, definitely it can, because:

- European companies and operators can really contribute to foster the development of PPP, of which concessions are a core and key element and
- Concession model should be considered as an efficient and flexible tool to ensure mobility while not affecting the currently scarce public budgets

*Thanks a lot for your attention!*