

Workshop: Financial opportunities for Italian port system and logistic

Rome,
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Advisory services – JASPERS

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EIB Advisory Services (1)

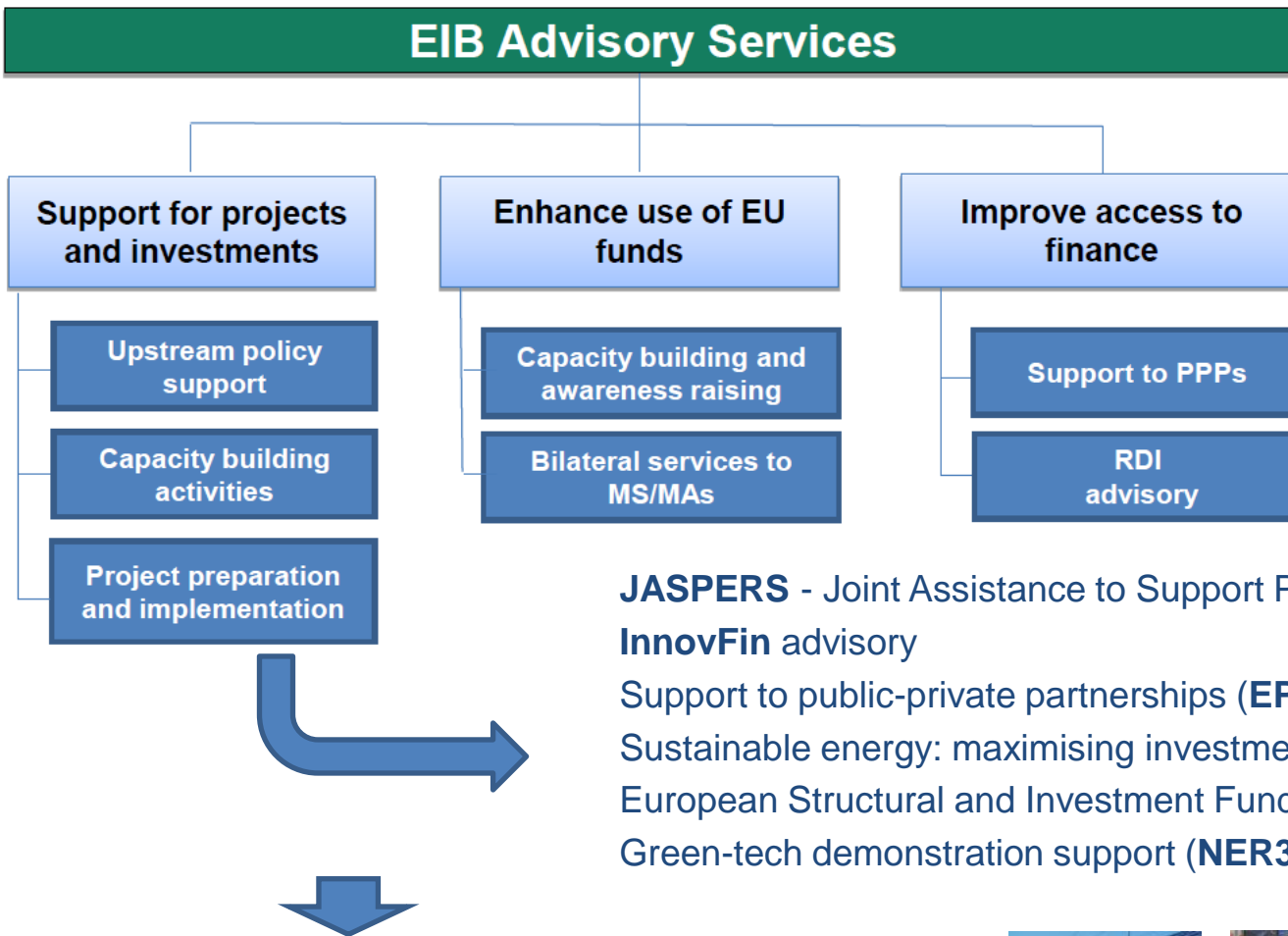
HOW ADVISORY SUPPORT CAN HELP

- Assist to build local capacity to prepare, develop and implement projects
- Aid the selection and prioritisation of economically sustainable investment
- Ensure the right ingredients for successful implementation and access to finance
- NB : good project design and preparation needed, irrespective of ultimate procurement or financing model



EIB Advisory Services (2)

MAIN STRANDS OF EIB HELP AVAILABLE



In addition to the individual Advisory Services above, the EC and EIB have established the European Investment Advisory Hub “EIAH” as part of the Investment Plan for Europe



JASPERS



Established in 2007

Technical Assistance to 14 Member States, plus IPA

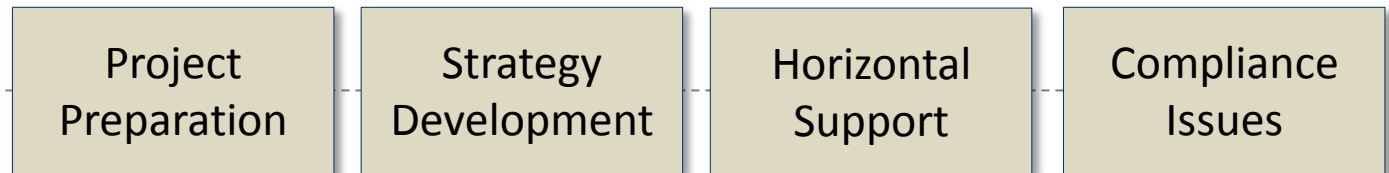
Partnership of EC, EIB, EBRD

Brussels, Bucharest, Luxembourg, Sofia, Vienna, Warsaw



JASPERS

Independent Technical Advice



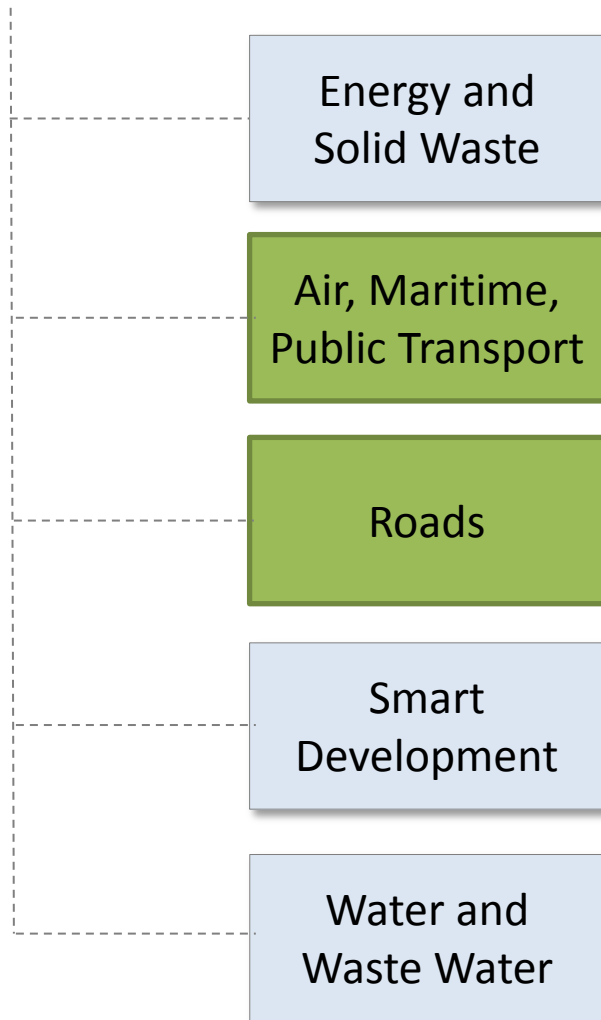
Focus on Preparation Stage starting from Sector Plans/Strategies

Focus on grant application/market requirements

Mandate in both **CF/ERDF** and **CEF** Projects



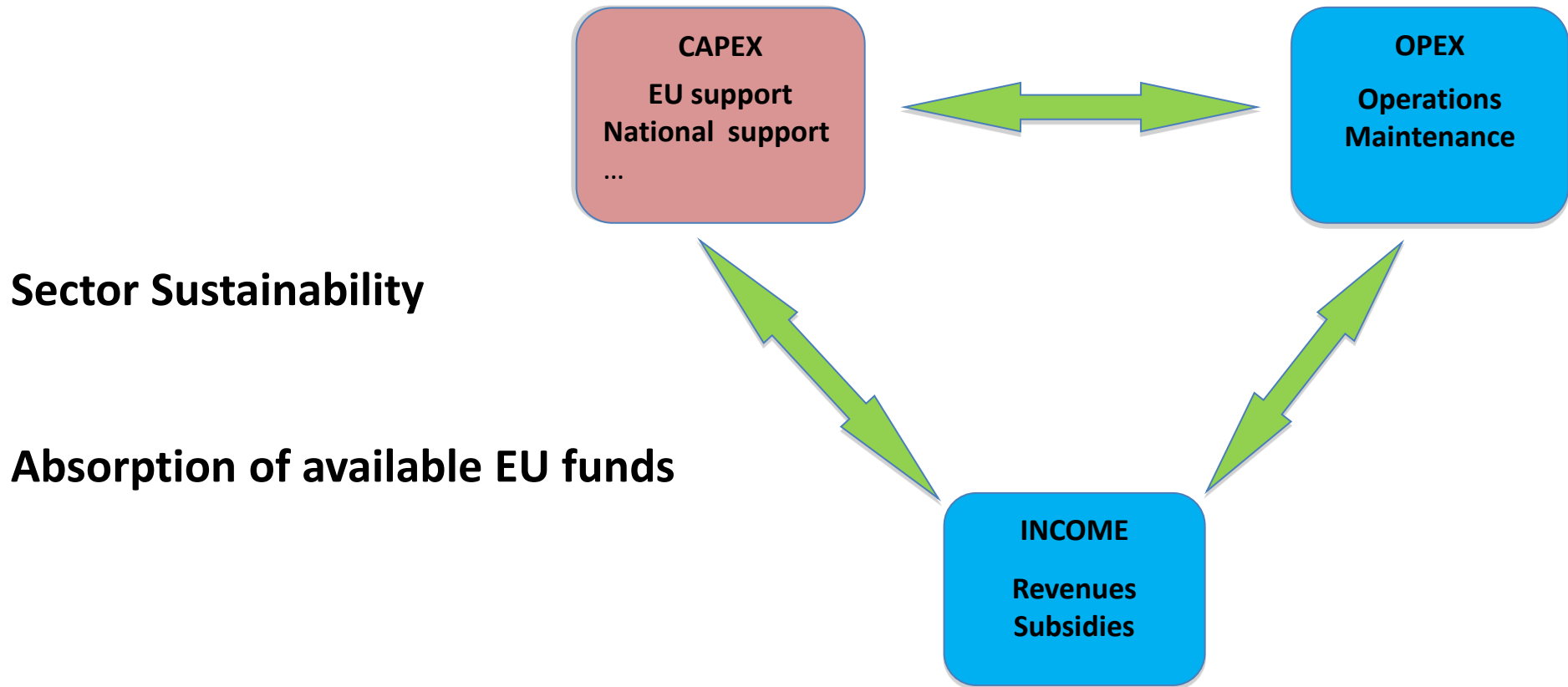
JASPERS



- Staff of approximately 100 technical experts covering all sectors



JASPERS mission



How do we achieve an effective and financially sustainable transport system – with the help of EU funds ?

Preparing a Project

Project Management Guidelines

Available across MS in Many Sectors

Regulations 1303/2013 (and 480/2014) and 1316/2013

Set out basic framework and Project Requirements

Robust Cost Estimate

Reliable Demand Analysis

Adequate Options Analysis

Appropriate Technology

Sound Delivery Plan (Buildability)

Economic and Financial Viability (Strategic Context)

Environmental Impacts understood and mitigated

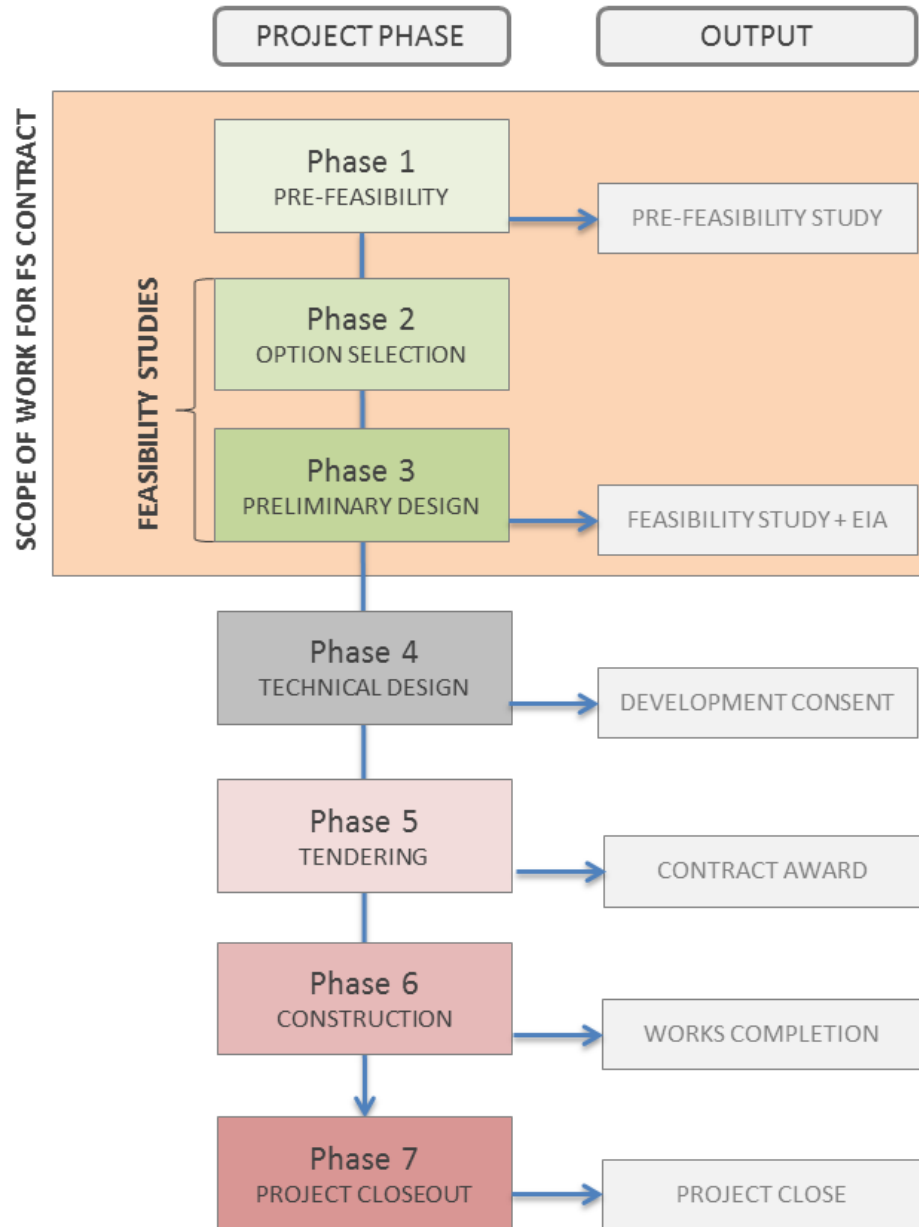
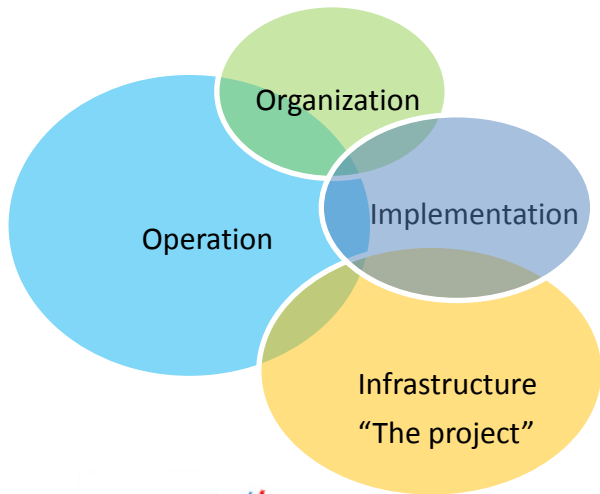
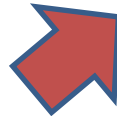
Sound Financial Plan

Delivery Timetable



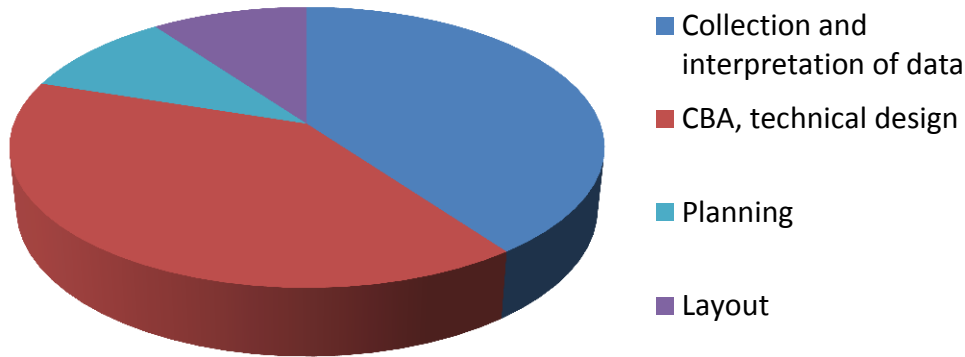
The Project Cycle

- 
National Transport Strategy
 - National and international traffic
- 
Functional Regional Concepts
 - Local and regional traffic
- 
Projects
 - Technical Feasibility Study

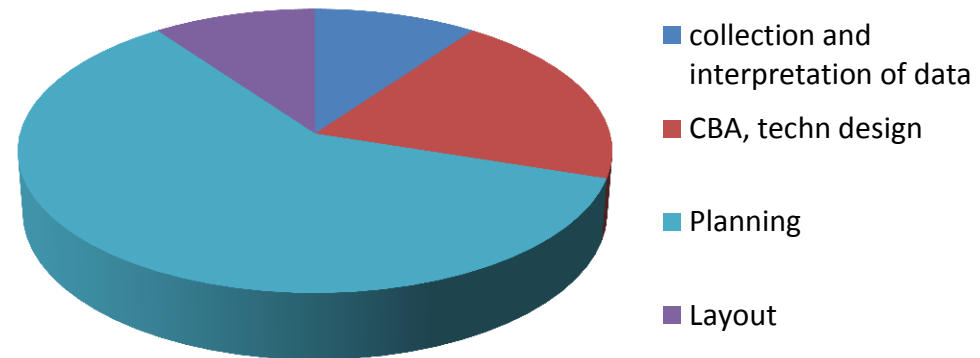


Feasibility Studies

Planning vs Feasibility Studies – old (no robust plans/strategies)



Planning vs Feasibility Studies - new



The Motivation for Private Sector Involvement

Skills in Construction, Management, Maintenance

Input to better **Project Selection**

Improved **Risk Management** leading to Efficiency Benefits

Completion **on-time** and **on-budget**

Access to Additional Sources of **Financing**

Benefit of **Third Party Scrutiny**

Ability to **Spread Payments** over time

Improved **Value for Money**



Preparing a Project for the Private Sector

Availability Payments (no Commercial Risk)

Focus on Construction and Operation

Projects with Commercial Risk

Tolled Motorways/Bridge Crossings

Railway Services under Concession/Franchising

Ports, Container Terminals, Logistics Facilities

Urban Redevelopment (Railway Stations)

Airport Infrastructure



Concluding Remarks

Project Preparation

Underlying requirement for a **good project**, regardless of funding model (IQR vs Market Test vs Ex-Post Audit) -> this starts from a **robust medium-long term sector strategy**

Some key areas of focus for each country in Preparation, with countries specificities

Flexible approach to (innovative) financing/PPP should be taken (many models) -> needs to be based on correct motivation – case to be built with strong “**multi-disciplinary**” approach



Thank you for your kind attention...