Brussels, 23 October 2009

ASECAP Think Tank 2009

Brainstorming Session: Part 2 "Unconventional thinking"

- How is the risk in satellite systems regarding the EETS Providers responsibility for the OBU and data transmission allocated?
- Could EETS be offered according to customer needs – e.g. 3 to 5 countries rather than 27 (as requested in the EU decision)?
- How is the EETS Providers revenue stream financed – by the customer and/or by the Toll Charger side?

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How is the risk in satellite systems regarding the EETS Providers responsibility for the OBU and data transmission allocated?

Pre-conditions according to EU Decision of 27 of March 2009 agreed by Member States:

- For satellite toll domains, e.g. Germany: The 99,9 % system performance regarding data transmission – currently ensured by Toll Collect - will need to be built, kept & ensured by any EETS provider (see current standard development of WG T278)
- According to the legal framework the EETS Provider issues the OBU and is therefore legally responsible

=> Implies remarkable investments but there is no evidence about revenues from toll chargers and contractual framework

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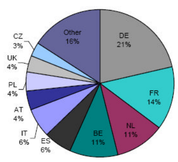
Could EETS be offered according to customer needs – e.g. 3 to 5 countries rather than 27 (as requested in the EU decision)?

- Germany being with 21 % (see Graph 3) the major partner, followed by France (14%), the Netherlands (11%) and Belgium (11%) **– EETS Region 1**
- The top 6 countries account for little less then 70% of total.
- Five extra EU 27 emerged as main trading partners: Switzerland, Norway, Russia, Croatia and Turkey.
- With one exception (Russia) all the trading was with close neighbours.
- Switzerland`s traffic is with Germany, France, Italy and Austria while Norway have links with both Sweden and Denmark. **– EETS Region 2 and 3**
- Significant trade takes place between Slovenia and Croatia while Russia traded with Finland, Poland and Lithuania. **– EETS Region 4**

Graph 3: Share of each country as origin or destination in the total amount of goods transported across borders within the EU-27, 2007 - % in tonnes



=> Only very few EETS providers will be able to qualify for 27

23/10/2009

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How is the EETS Providers revenue stream financed – by the customer and/or by the Toll Charger side?

- Today we have two payment systems in Europe
  - One being the user pays principle - Model A: service fee is not included in the tolling fee
  - Two being the toll charger pays principle – Model B: service fees are included in the tolling fee
- The level of provision is nearly the same and varies between 1 and 2%
- From competition point of view model B is to be preferred – from customer acceptance point of view model A is to be preferred

⇒ Any haulier will rather keep the "non EETS" OBU in his truck (e.g. National system in Germany) and use model B than having to pay

⇒ Member States and Toll Chargers will need to agree which road to follow

Yes – we can!

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