



# WHO WILL INVEST?

PRESENTATION OF STUDY RESULTS  
by Frederic Maas



STUDY ON SAFE AND  
SECURE PARKING  
PLACES FOR TRUCKS  
MOVE/C1/2017-500



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## WHO WILL INVEST?

- Our surveys show a willingness to invest by **private operators**
- There is increasing **awareness of 'security'** as a sales argument
- This is evidenced by increasing investment in entire **networks of SSTPAs** by operators (e.g. in Belgium, Spain and Germany)



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## REMAINING ISSUES INCLUDE:

- The length of **permitting procedures**
- The **duration of concessions** in some countries
- Lack of information on how to include **security elements**
- **Financial institutions** do not grasp the concept
- **Land availability**
- **Enforcement** procedures



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## THE MANUAL FOR USERS AND OPERATORS WILL PROVIDE INFORMATION:

- For **operators**: setup, cost-benefit analysis and showcases
- For **authorities and users**: increased awareness of the needs of SSTPA operators
- For **external financiers**: Clear information on the (business) case



Which stakeholders  
should be typically  
involved in the planning?

How to map out financial  
projections adapted to  
SSTPAs?

How to establish a  
profitable business case  
for SSTPAs?

#### Client analysis

- User needs based on market research
- Ex-ante analysis based on private and public consultations
- Support by competent authorities
- Network planning analysis with traffic modeling
- Combination potential with other transport modes

#### Financial analysis

- Parking fee revenues
- Other revenues
- Construction-related costs
- Operational costs
- Maintenance costs
- Financial modeling (Net Present Value, Internal Rate of Return)
- Financing gap
- Need for private capital
- Need for public support and identification of public funding sources

#### Economic analysis

- Theft avoidance valuation
- Road safety benefits, including lives saved and injuries avoided
- Congestion avoidance
- Multimodal interconnectivity benefits
- Noise-related benefits
- Environmental benefits



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By providing this information  
**the Study will support the further**  
uptake of private investment.



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## CONCLUDING REFLECTIONS

- Added value of **public financial support**: CEF funding as a lever?
- How to **compare business cases** from a public authority perspective:  
Unit costs, costs per surface, costs per type of construction?
- How to ensure value for money and avoid competition distortion ?

THANK YOU!



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