

---

## SEETO TRANSPORT INVESTMENT CONFERENCE

### TRINCON 2011

April 19<sup>th</sup>, 2011, Sarajevo

### Summary report

#### Introduction

On the basis of the Conclusions made at the SEETO 6<sup>th</sup> Annual Ministerial Meeting, as well as on request by the SEETO Steering Committee and discussions that took place on the 27<sup>th</sup> and 28<sup>th</sup> Steering Committee, the first Investment Conference was conducted within the SEETO cooperation structure. The Conference was also included in the SEETO Action Plan 2011, under objective of - Maintaining an effective coordination for the development of the SEETO Comprehensive Network.

The SEETO Transport Investment Conference-TRINCON 2011 took place in Sarajevo, on April 19<sup>th</sup>, 2011. It was organized by the SEETO Secretariat in cooperation with the Ministry of Communications and Transport of Bosnia and Herzegovina and with support of the European Commission and the national authorities of the Regional Participants. The support of the IFIs and the IFI Coordination office for this Conference is also worth mentioning.

#### Main outcomes

Following documents were prepared before the conference: the concept note outlining the objectives, announcement, conclusions and press release, as well as TRINCON 2011 brochure comprising the selected projects, short description of the projects and questions for the panellists. Overall, the Conference has achieved its objectives and specific goals, as described below.

- Overall participation. TRINCON 2011 gathered high level delegations from the Transport and Infrastructure Ministries in all SEETO Regional Participants, the European Commission, various International Financing Institutions and transport related companies. It was attended by nearly 150 participants. By the number of attendees, variety of present stakeholders and its scope, the conference was recognised as an especially important event in 2011 for the SEETO region.
- Presentation of priority projects with clear regional and cross border importance. During the first panel of the conference, the Regional Participants presented their projects which form part of three main regional priorities of the SEETO Comprehensive Network (***Sava River; Road Corridor VIII and Route 6a; and Railway Route 4***), that were commonly agreed before the conference among the Regional Participants with common understanding of their added value and regional importance

- TRINCON booklet containing all necessary information for the projects proposals in order to be further considered by the IFIs. The projects proposals were described in a common format, reflecting all basic strategic, technical and financial aspects of a project that need to be considered by potential investors. The brochure assembled all 8 projects of the Regional Participants grouped into 3 main SEETO regional priorities, being of different type of works and modes of transport, thus making balance between constructions and rehabilitations, as well as promotion of the environmentally friendly modes (inland waterways and railways).
- Reflections and feedback on the requirements for enabling the environment for transport infrastructure investments. The second panel, on which all IFIs, EC and regional PPP network were represented, addressed few specific topics, so as to reach common understanding of the stakeholders on the requirements needed for boosting infrastructure investments. It confirmed the current and future presence and commitment of the EC, IFI's and other donors in the region of Western Balkans through the WBIF coordination mechanism for facilitating infrastructure investments, and it voiced some clear messages regarding the project planning and preparations, legal and administrative constraints for realization, transparent fiscal procedures and bankability requests.
- Networking carried out. The Conference was followed by 2.30 hours of structured networking between the Regional Participants and the interested parties from the private sector, EC and IFIs in a so-called Networking village, where SEETO Regional Participants had the possibility to present in more details other specific projects of regional interest, plans and reforms or to provide information.

## Concluding notes and guidelines for future work

The Conclusions of the Conference were agreed before among all relevant stakeholders following a consultation process. They represent clear guidelines and reference points for the future work of SEETO. *The Conference conclusions are attached to his Report.* The main considerations, feedback points, discussions and concluding remarks can be summarized as it follows:

- **Regional platform for priority projects and policy measures with regional and cross-border significance.** All participants have explicitly underlined the importance of having regional and cross border priorities commonly agreed and identified through the SEETO cooperation
- **Consistent prioritization for a well-connected and sustainable network, rather than projects with effect on network fragmentation.** Further joint work was encouraged on the prioritization of projects with a particular emphasis on regional benefits and cross-border effects, full inter-modal integration and shift towards environmentally friendly modes of transport. During the prioritization and selection process, it should be taken into due account the size and type of the project, as well as the maintenance.
- **Improved justification for the strategic importance of the projects is needed.** Although the data contained in the project descriptions and information

---

provided by the presenters are substantial and explanatory, the justification of the strategic importance of some of the projects might need further elaboration and the presentations in general could be streamlined to down-to-the point. Likewise, improved cooperation on the project presentations between regional participants is needed in order to increase visibility of the joint, strategic and regional approach.

- **Horizontal measures that create regional added value need further support.** IFIs investments in the region are stable and shall continue, despite the economic crisis. In the same time, attention should be given to the regulatory issues and horizontal measures that facilitate transport investments and giving greater value for money invested in infrastructure development
- **Projects maturity is crucial for their successful completion.** The core of the project maturity is the technical, economical and ecological feasibility in order the project to be considered as bankable. Transparent rules of public procurement are of key importance in order to attract investors. The most common problems that had caused delays in the current realization of the projects are the property and expropriation issues, as well as the legal, administrative and decision-making constraints, which must be dealt before the project implementation.
- **The SEETO priority list is increasingly reflected into the WBIF priority list in the transport sector.** The Western Balkan Investment Framework (WBIF) provides a collaborative approach by pooling resources in order to leverage loans for the financing of the infrastructure in the region and here the role of the SEETO Priority Projects list is of key importance, as it is used for assessment of proposals for the WBIF financing in the transport related projects
- **PPP initiatives as way of financing infrastructure projects should be stimulated.** Initiatives to increase the participation of the private sector in PPP schemes were supported, and the Regional Participants were encouraged to create the appropriate legal and fiscal environment for private investments using the PPP regional network

---

## SEETO TRANSPORT INVESTMENT CONFERENCE

### TRINCON 2011

April 19<sup>th</sup>, 2011

Sarajevo, Bosnia and Herzegovina

### CONCLUSIONS

The Participants of TRINCON 2011,

*Having regard to the aims of the Memorandum of Understanding (MoU) on the development of the South East Europe Core Regional Transport Network, signed in Luxembourg on June 11<sup>th</sup> 2004 and the entire process of its implementation in the past 6 years, as well as the Conclusions from the Sixth SEETO Annual Meeting of Ministers,*

*Acknowledging that the current revision of the Trans European Transport Network (TEN-T) Policy and the ongoing reflection on the incorporation of the networks of the neighbouring countries into the maps of the revised comprehensive TEN-T network, clearly demonstrate the value of the SEETO network and its compliance with the TEN-T objectives,*

*Having confirmed the intention to foster the transport reforms of the SEETO Regional Participants in order to comply with the EU Transport Policy and thus support the integration of the region into a single transport market, facilitated by a Transport Community Treaty,*

1. Recognise the value of regional priorities identified through the SEETO cooperation and encourage further joint work on the prioritization of projects with a particular emphasis on regional benefits and shift towards environmentally friendly modes of transport;
2. Reconfirm the support to effective regional and cross-border coordination, underlining the SEETO institutional network's growing importance in addressing both the infrastructure and logistical needs as well as regulatory challenges at the regional level;
3. Call upon all parties to foster mutual cooperation and agree on common regional priorities, in order to achieve a better coordination in the preparation of the projects proposals, aiming at increasing the credibility of the SEETO Regional Participants in front of the main International Financial Institutions, particularly in relations with the Western Balkans Investment Framework (WBIF);
4. Commit to remain focused on the development of a well functional SEETO Comprehensive network, but recognise the investment challenges arising from the Regional Participants' limited public resources;

- 
5. Support initiatives to increase the participation of the private sector in infrastructure projects in all modes of transport, as well as in the regional planning process, and encourage the Regional Participants to create the appropriate legal and fiscal environment for private investments using best practices developed at regional level and the available international expertise;
  6. Encourage Regional Participants, with the support of the European Commission and IFI's to seek common solutions for facilitating the transport investments and for addressing the legal, administrative and decision-making constraints causing delays in projects with multiple matching funds;
  7. Call upon the Regional Participants to reinforce significantly the efforts to overcome the non-physical barriers hindering the development of the free movement of persons and goods in the region and recommend to finance, design and implement horizontal measures aiming at improvement of the transport system as a whole;
  8. Support the formal adoption of the Transport Community which establishes an integrated market for infrastructure and transport, accelerates the integration of the regional transport systems and enhances the transport operations within the region and with the EU;
  9. Welcome the results of the Transport Investment Conference, organised in close cooperation with all parties, representing a milestone event in the SEETO process for coordination of strategic transport and investment policies in the Western Balkan region.

\*\*\*