



UNIONE EUROPEA



Regione Siciliana

Assessorato regionale delle Infrastrutture e della Mobilità
Dipartimento regionale delle Infrastrutture, della Mobilità e dei Trasporti
Servizio 1 – Autotrasporto persone. Trasporto regionale aereo e marittimo

MARITIME TRANSPORT SERVICES ENSURING TERRITORIAL CONTINUITY WITH THE MINOR ISLANDS OF SICILY

(Aeolian archipelago, Aegadian archipelago, Pelagie archipelago, Ustica and Pantelleria)

CONSULTATION DOCUMENT FOR THE MARKET TEST

pursuant to Measure 2, point 4, of Annex “A” to Resolution No 22/2019 of 13 March 2019 of the Italian Transport Regulation Authority (ART), in the consolidated text in force following the revisions approved, most recently, by Resolution No 59/2026 of 29 April 2026

Questionnaire designed to ascertain the interest of shipping companies

Courtesy translation. This English version is provided for information purposes only, in order to facilitate the widest participation of European Union shipowners in the consultation. In the event of any discrepancy or dispute, the Italian version, which constitutes the sole authentic text, shall prevail. The scenario designations «M1 rimodulato» (adjusted M1) and «M1 incrementale» (incremental M1), the module codes (EO-R1, EO-M1, etc.) and the acronyms of the regulatory documents (RdE, RdL) are kept in their original form, for consistency with the technical annexes. Responses may be submitted in Italian or in English.

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1. Introduction and purpose of the consultation

This document and the annexed questionnaire are designed to ascertain the interest of shipping companies in operating, on a free-market basis and without any compensation, the maritime transport services from, between and to the minor islands of Sicily — namely, the Aeolian archipelago (Lipari, Vulcano, Salina, Stromboli, Panarea, Filicudi and Alicudi), the Aegadian archipelago (Favignana, Levanzo and Marettimo), the Pelagie archipelago (Lampedusa and Linosa), the island of Ustica and the island of Pantelleria — operated both by mixed passenger/vehicle ro-ro ships and by high-speed craft carrying passengers only, capable of meeting the public service needs identified by the Region of Sicily following the preliminary phase referred to in Measure 2, points 1, 2 and 3, of the Regulatory Act adopted by Resolution No 22/2019 of the Italian Transport Regulation Authority (ART), in the consolidated text currently in force (hereinafter: the “Regulatory Act”).

Following the mobility demand analyses conducted in the various service areas, developed through desk analyses and stakeholder consultation pursuant to Measure 2, point 2, of the Regulatory Act, the Region has identified two possible differential service scenarios, designed to satisfy the mobility demand identified, designated «M1 rimodulato» (adjusted M1) and «M1 incrementale» (incremental M1), both defined — by comparison with the reference scenario M0, corresponding to the current operating programme reconstructed by O-D route, day and season — in Annex A to this document. The «M1 rimodulato» scenario consists of a reallocation of the volumes of the services currently operated, designed to respond to the changed mobility needs identified, and represents the minimum level of satisfaction of the public service needs, without however responding to all the requests received from the territories; the «M1 incrementale» scenario is instead designed to satisfy all the requests recorded in the course of the procedure for the definition of the services and the assessment of demand. This market test is carried out on both service scenarios, since the Region intends to acquire full knowledge of the market configuration and of the responses of the shipping companies, in order to identify the scenario which proves preferable from the transport-planning, user-needs, economic-financial and public-finance standpoints; companies are therefore invited to provide feedback separately for each of the two scenarios and, where relevant, for the individual reallocation and incremental modules identified in Annex A.

This consultation constitutes the instrument of the market test referred to in Measure 2, point 4, of the aforementioned Regulatory Act, aimed at ascertaining whether operators have an economic interest, in whole or in part, in providing the service without compensation, on a free-market basis; the outcomes of the consultation will contribute, together with the analyses carried out by the Administration, to the identification of the intervention tool protecting the identified public service needs which is the least restrictive of the freedom of trade in the maritime sector, as well as, should recourse to a public service contract prove necessary, to the subsequent definition of the tender lots in accordance with the criteria of economic efficiency and contestability referred to in Measure 2, point 11, of the same Act. The information acquired will feed, within the limits and with the confidentiality safeguards set out in paragraph 5 below, into the Report on the outcomes of the market test (RdE), drawn up in accordance with the standard template set out in Annex 3 to the Regulatory Act, and, where the relevant conditions

are met, into the Report on Lots (RdL), drawn up in accordance with the standard template set out in Annex 4 to the same Act.

All shipping companies are urged to respond to this consultation, including those holding only partial interests — relating to individual origin-destination routes, individual types of vessel, specific periods of the year, specific seasons or time slots, or however expressed — since the more information becomes available on the relevant market, the greater will be the Administration's ability to design a service configuration which optimally reconciles competition and openness to the market, the efficient use of public resources and the responsiveness to the essential mobility needs of the island communities concerned.

2. Regulatory framework

2.1 European Union law

Council Regulation (EEC) No 3577/92 of 7 December 1992 applying the principle of freedom to provide services to maritime transport within Member States (maritime cabotage) establishes, in Article 1, the freedom to provide maritime cabotage services for European Union shipowners operating ships registered in a Member State and flying the flag of that Member State. By way of derogation from that general principle, Article 4 of the Regulation allows Member States to conclude public service contracts with, or to impose public service obligations as a condition for the provision of cabotage services on, shipping companies participating in regular services to, from and between islands; under paragraph 2 of the same Article, the obligations which may be imposed are exhaustively limited to requirements concerning the ports to be served, regularity, continuity, frequency, capacity to provide the service, rates to be charged and manning of the vessel, and, where compensation is provided for, it must be available to all European Union shipowners on equal and non-discriminatory terms. The interpretative Communication of the European Commission COM(2014) 232 final of 22 April 2014 further clarified that public intervention must be based on a genuine public service need, ascertained through the finding that the services which the market would offer in the absence of intervention are inadequate, and must be proportionate to the aim pursued, giving preference to the tool least distortive of competition.

With regard to compatibility with State aid rules, the relevant criteria are those developed by the case-law of the Court of Justice starting from the judgment of 24 July 2003 in Case C-280/00, *Altmark*, as well as the legislative package on services of general economic interest (SGEI), including Commission Decision 2012/21/EU of 20 December 2011, applicable, inter alia, to public service compensation for maritime connections to islands whose average annual traffic does not exceed the thresholds laid down therein; as regards possible fare support measures in favour of specific categories of users, such as residents of island territories, the rules on aid of a social character laid down in Article 107(2)(a) of the Treaty on the Functioning of the European Union come into play.

2.2 National law and the ART Regulatory Act

At national level, the award of maritime transport services ensuring territorial continuity, both as a service contract and as a concession, is subject to Legislative Decree No 36 of 31 March 2023 (Italian Public Contracts Code). The Italian Transport Regulation Authority, established by Article

I dati forniti dai soggetti proponenti saranno trattati ai sensi del Regolamento UE 679/2016 e, per quanto applicabile, ai sensi del D.lgs. 196/2003, come modificato dal D.lgs. 101/2018, esclusivamente per le finalità connesse all'espletamento del presente avviso.

37 of Decree-Law No 201 of 6 December 2011, converted, with amendments, by Law No 214 of 22 December 2011, adopted, by Resolution No 22/2019 of 13 March 2019, the regulatory act laying down the «Regulatory measures for the definition of the calls for tenders for the award of maritime passenger transport services from, between and to the islands, and of the agreements to be included in the tender specifications», subsequently revised by Resolutions No 90/2024 of 26 June 2024, No 177/2024 of 29 November 2024 and, to a substantial extent, No 59/2026 of 29 April 2026, which, inter alia, reformulated Measures 1, 2 and 3 and introduced Annexes 1 to 10 to the consolidated text. The Measures of the Regulatory Act apply to maritime passenger transport services from, between and to the islands, whether of national or of regional and local interest, including where operated jointly with freight transport, and are binding on the Competent Bodies (SC) in their planning activities, on the Awarding Bodies (EA) and on the shipping companies awarded the services.

Measure 2 of the Regulatory Act governs the procedure for the market test and the definition of the tender lots, articulated in the following phases: the definition of the public service needs of the mobility catchment area, through the analysis of current and potential demand and the consultation of users, local authorities and the trade associations concerned (points 1, 2 and 3); the consultation of shipping companies for the purposes of the market test, subject to the prior provision of the outcomes of the analyses carried out and to prior notice to the Authority of the starting and closing dates at least fourteen days in advance, for a duration of no less than thirty days (point 4); the identification of the intervention tool, according to a graduated approach giving preference to the solutions least restrictive of competition — free market, horizontal PSOs with or without compensation, demand-side subsidies, public service contract with compensation (points 5, 6, 7, 10 and 11); the transmission to the Authority of the Report on the outcomes of the market test (point 12) and, in the event of recourse to a public service contract, of the Report on Lots (point 14), on which the Authority expresses its assessment within sixty days of the respective receipt (points 13 and 15).

2.3 The current service framework and the reorganisation process

The maritime transport services serving the minor islands of Sicily are currently operated under a twofold contractual framework: on the one hand, the Agreement (Convenzione) concluded between the Italian Ministry of Infrastructure and Transport and Società Navigazione Siciliana S.p.A. (SNS), pursuant to Article 1(998) of Law No 296 of 27 December 2006 and Article 19-ter of Decree-Law No 135 of 25 September 2009, converted, with amendments, by Law No 166 of 20 November 2009; on the other hand, the supplementary service contracts concluded by the Region of Sicily. The new framework is intended to unify, under the responsibility of the Region of Sicily, the planning and the possible award of the entire set of services, including those currently falling within the competence of the State, with the simultaneous transfer to the Region of the State resources currently allocated to the ministerial Agreement, in accordance with the aforementioned Article 19-ter of Decree-Law No 135/2009.

For the sake of clarity, the references to the current configuration of the services contained in this document and in its annexes serve a purely informative and descriptive purpose and in no way anticipate the choices that the Administration will make following this market test, nor do they bind the configuration of the future services, the definition of which — in its quantitative,

qualitative and organisational profiles — remains reserved to the final determinations of the procedure.

3. Public service needs identified and documentation made available

The outcomes of the preliminary phase of the procedure, concerning the definition of the public service needs pursuant to Measure 2, points 1 and 2, of the Regulatory Act, are summarised in “Annex A – General report on the maritime services of the minor islands of Sicily. Public service needs and network plan preparatory to the market test” (hereinafter: “Annex A”), which any operator intending to take part in the consultation may freely consult and to which reference is made in full. In particular, Annex A sets out, for each of the territorial areas concerned (Aeolian archipelago, Aegadian archipelago, Pelagie archipelago, Ustica and Pantelleria) and separately for services operated by mixed passenger/vehicle ro-ro ships and for services operated by high-speed craft carrying passengers only:

- a) the origin-destination (O-D) routes identified as necessary to meet the public service needs;
- b) the time slots of interest to users and the average frequency of journeys in the different periods of the year, week and day, as resulting from the origin-destination matrices of scenario M0 set out in Appendix C to Annex A;
- c) the size of current demand, as derived from the monitoring of the service contracts in force and from the other available sources, and of potential demand, in its commuting (for study and work purposes), occasional and tourist components;
- d) the maximum willingness to pay of the different categories of users concerned (residents and non-residents, students, workers, occasional users);
- e) the outcomes of the consultation of users and their associations, of local authorities and of the trade and business associations of the sector, carried out pursuant to Measure 2, points 2 and 3, of the Regulatory Act;
- f) the definition of the differential service scenarios «M1 rimodulato» and «M1 incrementale», with the related reallocation modules (modules EO-R1, EO-R2, EO-R3, EG-R1, EG-R2, US-R1, PA-R1 and PE-R1) and incremental modules (modules EO-M1, EG-M1, US-M1, PA-M1A and PE-M1A), and the related estimated additional production, expressed in sailings and nautical miles per year (Appendix A to Annex A);
- g) the overall size of the services identified, expressed in sailings and nautical miles per year.

It should be noted that, for certain needs, Annex A identifies reallocation modules and incremental modules which are alternatives to each other with respect to the same need (in particular, EO-R1/EO-M1 for the Saturday evening need in the Aeolian islands and EG-R2/EG-M1 for the continuity of the ship component in the Aegadian islands on under-served days): in such cases, the «M1 rimodulato» scenario includes the reallocation module, while the «M1 incrementale» scenario includes the incremental module in place of the corresponding reallocation. The modules identified in Annex A as suspended (PA-M1B and PE-M1B) do not form part of either scenario and are not covered by this consultation, without prejudice to any observations that operators may nevertheless wish to submit in that regard.

This document is also accompanied by the survey of information on berths and port facilities carried out pursuant to Measure 3 of the Regulatory Act, [Annex B – List of Ports and Main Summary Data], providing the technical summary data currently available.

4. Instructions for participation and notices

Market operators interested in the services covered by this consultation are invited to respond by answering the questions set out in paragraph 6 below, taking care, where so requested, to distinguish their answers with reference to each of the two scenarios «M1 rimodulato» and «M1 incrementale» and, where relevant, to the individual reallocation and incremental modules. There is no obligation to answer all the questions, which are in any event formulated in order to acquire the information necessary for the definition of the arrangements for operating the services; it is possible to attach any further documentation deemed useful, as well as to provide further information, assessments or considerations concerning the organisation of the services, including matters not directly addressed by the questionnaire.

The completed questionnaire, together with any supporting documentation, must be sent exclusively by certified e-mail (PEC) to *dipartimento.infrastrutture@certmail.regione.sicilia.it*, or alternatively by ordinary e-mail to *dipartimento.infrastrutture@regione.sicilia.it*, by no later than h. 12:00 (CET) on 9 November 2026. The officer in charge of the procedure is Lucio Cipolla, who can be contacted at the e-mail address *lucio.cipolla@regione.sicilia.it*. Any questions and requests for clarification concerning this consultation and the documents forming part of it may be sent to *dipartimento.infrastrutture@certmail.regione.sicilia.it* or to *dipartimento.infrastrutture@regione.sicilia.it*; answers to questions of general interest will be published at <https://www.regione.sicilia.it/istituzioni/regione/strutture-regionali/assessorato-infrastrutture-mobilita/dipartimento-infrastrutture-mobilita-trasporti>. Responses may be submitted in Italian or in English.

The Administration reserves the right to convene the participating shipping companies in order to request clarifications, supplements or further details on the contributions submitted, including after the expiry of the closing date of the consultation, as allowed by Measure 2, point 4, last sentence, of the Regulatory Act. Contributions are provided free of charge, without any entitlement to fees or reimbursement of expenses. Participation in the consultation does not require possession of the requirements laid down in Articles 94 et seq. of Legislative Decree No 36/2023, nor will any verification be carried out in that respect; participation does not constitute a condition of admission, a requirement or a preferential qualification for the purposes of any subsequent award procedures, nor does it give rise to any legitimate expectation on the part of the participants.

The Administration reserves the right, at its sole and unquestionable discretion, to suspend, interrupt and/or revoke, at any time, the procedure to which this consultation relates, without the participants being entitled to raise, as a result of their participation in the consultation or of the contributions provided, any claim, expectation, right or demand whatsoever, including by way of damages or indemnity, against the Administration. The procedure may be revoked where documented and objective public-interest needs, duly stated, make it clear that continuing the consultation would be inappropriate or pointless, or as a result of a renewed and different assessment of the same public-interest grounds, even in the absence of supervening reasons.

I dati forniti dai soggetti proponenti saranno trattati ai sensi del Regolamento UE 679/2016 e, per quanto applicabile, ai sensi del D.lgs. 196/2003, come modificato dal D.lgs. 101/2018, esclusivamente per le finalità connesse all'espletamento del presente avviso.

Notice of any such decision to suspend, interrupt or revoke the procedure will be given in the same forms of publication used for this procedure.

5. Confidentiality, transparency and processing of personal data

The Region of Sicily will process the information acquired in the context of the consultation in full compliance with the provisions of the Regulatory Act and, in particular, with Measure 2, point 4, under which the Competent Body adopts appropriate measures to prevent the consultation procedures from distorting competition and from conferring undue advantages on the participating undertakings in the event of a subsequent tender procedure. Parties taking part in the consultation shall indicate whether the contributions provided contain information, data or documents protected by proprietary rights or otherwise revealing business, commercial or industrial secrets, as well as any other information capable of disclosing the position of the party on the market, also specifying whether the disclosure of the contributions must take place in anonymised form; in the event of a duly reasoned request for confidentiality, participants are invited also to submit a version of the contribution redacted of the confidential parts, suitable for publication. It should be noted from the outset that a summary of the outcomes of the consultation will be made public in the context of the Report on the outcomes of the market test referred to in Measure 2, point 12, of the Regulatory Act, to which this document and the contributions received from the participating undertakings will be annexed, in compliance with the requests for confidentiality submitted.

Pursuant to Regulation (EU) 2016/679 (GDPR), the personal data collected through this procedure will be processed in the manner and for the purposes prescribed by that Regulation; the processing of such data is an indispensable precondition for participation in this procedure and for all ensuing activities. For the identification of the data controller, the data processor and the Data Protection Officer (DPO), as well as for any further information on the matter, reference is made to the Notice of public consultation for the market test.

6. Questionnaire on the interest in the services

6.1 Section A – Information on the shipping company and on the services currently operated

Question A.1. Please provide, as a preliminary matter, the following key data on your company, attaching further informative material where appropriate.

Company name	
VAT number (or equivalent identification)	
Date of incorporation	
Year of the latest approved financial statements	
Value of production in the latest approved financial statements	
Average value of production over the last three financial years [2023-2024-2025]	
of which: mixed transport services operated by ro-ro ships	
of which: passenger transport services operated by high-speed craft	
Net equity in the latest approved financial statements	
Number of ro-ro ships for mixed passenger/vehicle transport available (owned, chartered, leased) at the date of completion	
Number of high-speed craft for passenger-only transport available (owned, chartered, leased) at the date of completion	
Average annual nautical miles operated by ro-ro ships over the last three years [2023-2024-2025]	
Average annual nautical miles operated by high-speed craft over the last three years [2023-2024-2025]	
Average number of employees (seagoing and shore-based personnel) over the last three years	
Certifications held (ISM Code, ISO, others)	
Any further information deemed useful	

Question A.2. If your company already operates services on one or more routes falling within the scope of this consultation, or on routes deemed close to them or capable of satisfying the same mobility needs, please describe their characteristics, replicating the following table for each route served.

Route served [please indicate precisely the port of origin and the port of destination; replicate the table for each route]	
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I dati forniti dai soggetti proponenti saranno trattati ai sensi del Regolamento UE 679/2016 e, per quanto applicabile, ai sensi del D.lgs. 196/2003, come modificato dal D.lgs. 101/2018, esclusivamente per le finalità connesse all'espletamento del presente avviso.

Operating regime of the service (free market / PSO / public service contract or agreement)	
Type of vessel used (ro-ro ship / high-speed craft)	
Nautical miles per year	
Period of the year in which the service is operated	
Number of sailings, time slots and days of the sailings operated	
Number and type of vessels used	
Capacity of the vessels used (passengers; lane metres and/or cars, where relevant)	
Number of passengers carried per year (estimates are acceptable)	
Quantity of vehicles and/or freight carried per year (where relevant; estimates are acceptable)	
Fares applied (attaching fare sheets or indicating the relevant links, where available)	
Annual revenues from the services provided	

6.2 Section B – Interest of the economic operator in the services identified

Question B.1. In the operator's view, are the services identified as necessary to meet the public service needs, as described in Annex A with reference to the current scenario M0 and to each of the two scenarios «M1 rimodulato» and «M1 incrementale», consistent with the mobility needs known to the operator and/or with the current market configuration? Please provide any comments and assessments, including with reference to individual O-D routes, individual periods of the year, individual reallocation or incremental modules, or individual types of vessel.

[Please provide any comments and assessments on the configuration of the public service needs identified in Annex A, distinguishing, where appropriate, between the «M1 rimodulato» and «M1 incrementale» scenarios]

Question B.2. With reference to the services relating to the O-D routes identified in Annex A, as detailed therein in terms of frequencies, time slots, periods of the year, nautical miles and users' willingness to pay, please tick, separately for each of the two scenarios submitted to consultation, the answer you intend to give and, where applicable, complete the details requested in the boxes; if the interest relates only to certain O-D routes, please specify them. The answers may differ between the two scenarios.

Your company would be interested in:

☐ **a)** operating the services on a free-market basis, without any compensation, for the entire year, under the conditions set out in Annex A for each scenario ticked;

☐ **«M1 rimodulato»** ☐ **«M1 incrementale»**

☐ **b)** operating the services on a free-market basis, without any compensation, for the entire year, only if the following changes were made to the stated conditions:

☐ **«M1 rimodulato»** ☐ **«M1 incrementale»**

Scenario «M1 rimodulato» – [Please indicate any partial changes to the service which would make its operation on a free-market basis viable (e.g. an average adjustment of ___ % of fares compared with the stated willingness to pay, rescheduling or cancellation of sailings — specifying which —, changes to the O-D routes or time slots, exclusivity on certain routes or certain slots, etc.)]

Scenario «M1 incrementale» – [Please indicate any partial changes to the service which would make its operation on a free-market basis viable (e.g. an average adjustment of ___ % of fares compared with the stated willingness to pay, rescheduling or cancellation of sailings — specifying which —, changes to the O-D routes or time slots, exclusivity on certain routes or certain slots, etc.)]

☐ **c)** operating the services on a free-market basis, without any compensation, only for part of the year, with the further details set out below:

☐ **«M1 rimodulato»** ☐ **«M1 incrementale»**

Scenario «M1 rimodulato» – [Please indicate the months or period of interest and any further partial changes to the service which would make its operation on a free-market basis viable in the months indicated (e.g. fare adjustments, rescheduling or cancellation of sailings — specifying which —, changes to the O-D routes, etc.)]

Scenario «M1 incrementale» – [Please indicate the months or period of interest and any further partial changes to the service which would make its operation on a free-market basis viable in the months indicated (e.g. fare adjustments, rescheduling or cancellation of sailings — specifying which —, changes to the O-D routes, etc.)]

☐ **d)** operating the services only against financial compensation (under a compensated PSO regime or a public service contract), as the operator does not consider their operation on a free-market basis under the stated conditions to be sustainable, for the reasons set out below:

☐ **«M1 rimodulato»** ☐ **«M1 incrementale»**

Scenario «M1 rimodulato» – [Please state the reasons, including of an economic nature, and the O-D routes concerned]

Scenario «M1 incrementale» – [Please state the reasons, including of an economic nature, and the O-D routes concerned]

☐ **e)** expressing no interest in the services covered by this consultation, for the reasons set out below:

☐ «M1 rimodulato» ☐ «M1 incrementale»

Scenario «M1 rimodulato» – [Please state the reasons]

Scenario «M1 incrementale» – [Please state the reasons]

Question B.3 – Feedback on the individual reallocation and incremental modules. For each of the reallocation and incremental modules defined in Annex A, please indicate, in the table below, whether the service in question could be operated with the vessels available to your company, whether it would require a second vessel or a dedicated reserve vessel, whether it would affect crew shifts or present berthing constraints, and what effect it would have, in estimated terms, on costs, revenues and any compensation requirement. With reference to the modules which are alternatives to each other with respect to the same need (EO-R1/EO-M1 and EG-R2/EG-M1), please also express a reasoned preference for one or the other solution.

Module (Annex A)	Operable with the vessels available (YES/NO; conditions)	Second or dedicated reserve vessel required (YES/NO)	Constraints identified (crews, berths, other)	Estimated effects on costs, revenues and any compensation
EO-R1 – Aeolian islands, high-speed craft (evening reallocation, Saturdays, low season)				
EO-R2 – Aeolian islands, Messina/Reggio Calabria (postponed departure)				
EO-R3 – Aeolian islands (regular-interval timetabling by time slots and connections for the minor islands)				

Module (Annex A)	Operable with the vessels available (YES/NO; conditions)	Second or dedicated reserve vessel required (YES/NO)	Constraints identified (crews, berths, other)	Estimated effects on costs, revenues and any compensation
EO-M1 – Milazzo-Vulcano-Lipari, high-speed craft (additional round trip on Saturdays in low season; alternative to EO-R1)				
EG-R1 – Aegadian islands, high-speed craft (reallocation to the 15:45-17:45 window)				
EG-R2 – Aegadian islands, ships (redistribution of afternoon supply; alternative to EG-M1)				
EG-M1 – Trapani-Favignana, ro-ro ship (two additional round trips per week in low season; alternative to EG-R2)				
US-R1 – Ustica, high-speed craft (last departures in July/August moved to 19:00)				
US-M1 – Palermo-Ustica, high-speed craft (additional Sunday round trip in high season)				
PA-R1 – Pantelleria, ships (regularity and recovery of cancelled sailings)				
PA-M1A – Trapani-Pantelleria, high-speed craft (extension to the month of May)				
PE-R1 – Pelagie islands, high-speed craft (coordination with flights and inter-island connections)				
PE-M1A – Lampedusa-Linosa, high-speed craft (coverage of the uncovered days)				

[Please state any reasoned preference between the alternative modules EO-R1/EO-M1 and EG-R2/EG-M1, as well as any further observations on the individual modules, including the suspended modules PA-M1B and PE-M1B]

Question B.4 – Comparative assessment of the two scenarios. Which of the two scenarios submitted to consultation («M1 rimodulato» or «M1 incrementale») does your company consider preferable in terms of the industrial and economic sustainability of operations, including on a free-market basis, and for what reasons? Please indicate any conditions (technical, operational, fare-related or economic) under which your company would consider the operation of the «M1 incrementale» scenario sustainable, with particular reference to the additional production estimated in Appendix A to Annex A.

[Please provide the requested comparative assessment and the related reasons]

6.3 Section C – Detailed information on the interest expressed

If an interest, in whole or in part, in the services covered by this consultation has been expressed, please provide the following information.

Question C.1 – Fleet data. Please provide the following information on the vessels that your company would intend to use to operate the services, separately by type of vessel.

Information requested	Ro-ro ships	High-speed craft
Number of vessels that would be made available for the service		
Type of availability of the vessels (owned, chartered, leased, planned construction/acquisition, other)		
Year of construction of the vessels		
Capacity of the vessels (passengers / cars / lane metres, where relevant)		
Maximum speed and expected service speed		
Type of propulsion/fuel and environmental impact class of the vessels		
Suitability of the vessels to operate in adverse weather and sea conditions and at the ports concerned (draught, dimensions)		
Substitute and reserve vessels available, with the relevant title of availability and estimated mobilisation times		
Additional services available on board (e.g. catering)		

Information requested	Ro-ro ships	High-speed craft
Compliance of the vessels with the rules on persons with reduced mobility (PRM)		
Certifications for the carriage of dangerous goods (where relevant)		
Annual depreciation of the vessels that would be used		
For owned vessels: book value, net of accumulated depreciation		
For owned vessels: market value, where supported by a specific appraisal		
Any further information useful for the qualification of the vessels		

Question C.2 – Data on the routes that could be served. For each O-D route and each type of service (ro-ro ship / high-speed craft) for which an interest is expressed, please declare the following information, replicating the table for each route.

Route of interest (please indicate the port of origin and the port of destination)	
Reference scenario («M1 rimodulato» / «M1 incrementale») and any individual modules of interest	
Type of service (ro-ro ship / high-speed craft)	
Total nautical miles per year for which an interest is expressed	
Periods of interest for the route (please indicate the months or fractions of months)	
Number of sailings, frequencies, days and time slots that would be operated, for each period of interest	
Estimated crossing time	
Any intermediate calls envisaged	
Any further information useful concerning the services of interest	

Question C.3 – Fare information. Please set out, in a dedicated attachment, the fare system that your company would propose, showing its articulation by category of users (residents, non-residents, other categories), by type of ticket and, where relevant, for the carriage of vehicles and freight, together with a comparison with the willingness to pay indicated in Annex A.

Question C.4 – Estimated economic and operating data. For each route and each type of service (ro-ro ship / high-speed craft) of interest, please indicate, consistently with the period of service and the number of sailings proposed and, where the estimates differ, separately for the «M1 rimodulato» and «M1 incrementale» scenarios, the following forecast data.

I dati forniti dai soggetti proponenti saranno trattati ai sensi del Regolamento UE 679/2016 e, per quanto applicabile, ai sensi del D.lgs. 196/2003, come modificato dal D.lgs. 101/2018, esclusivamente per le finalità connesse all'espletamento del presente avviso.

Estimated annual revenues (or revenues for the period of interest), broken down where possible by category of users and by component (passengers, vehicles, freight)	
Depreciation and financing costs of the vessels indicated above that the company considers could be covered by the service	
Estimated crew costs, with an indication of the number of staff expected to be employed	
Estimated fuel costs, with an indication of the estimated consumption	
Other estimated operating costs (port dues, maintenance, insurance, commercial and overhead costs, etc.)	
Incremental costs and revenues associated with the individual reallocation and incremental modules that the company proposes to operate (balance between additional cost and additional revenue, net of demand transfers from existing sailings)	
Any estimated annual compensation requirement, where the interest has been expressed only against compensation [optional answer]	

6.4 Section D – Assessments of the intervention tools and market configurations

On the basis of the information available to your company, as well as of the data provided by this Administration, please answer the following further questions, which serve the purpose of identifying the intervention tool least restrictive of the freedom of trade in the maritime sector, in accordance with the graduated approach set out in Measure 2, points 5, 6, 7, 10 and 11, of the Regulatory Act. Where the assessment differs depending on the scenario considered («M1 rimodulato» or «M1 incrementale»), please highlight this separately.

Question D.1 – Free market. If it were decided to leave the operation of the services on a given O-D route to the free market for the entire year, in the economic operator's view would there be technical, physical or economic limitations hindering the actual implementation of such a configuration? By way of example: does the operator consider that the availability of berths, the number of daily sailings and the estimated revenues would allow the presence of at least two operators, or that, on the contrary, there are structural limits such as to entail the presence of a single operator on the routes within the relevant area?

[Please provide any comments and assessments on the question asked, with reference to the individual O-D routes]

Question D.2 – Horizontal public service obligations. If it were decided to ensure the operation of the services on a given O-D route through the imposition of public service obligations on all interested operators (so-called “horizontal” PSOs, with or without compensation), possibly also making the possibility of offering the service in the most profitable periods conditional upon a minimum supply obligation in the low season, as provided for by Measure 2, point 8, of the Regulatory Act, in the economic operator’s view would there be technical, physical or economic limitations hindering the actual implementation of such an arrangement? What conditions (scope of the obligations, seasonal articulation, possible compensation) would make your company’s adherence to such a regime sustainable? Please note that any procedure for the request of expressions of interest in horizontal PSOs will be carried out, pursuant to Measure 2, point 7, of the Regulatory Act, after this market test and not simultaneously with it; the answers to this question therefore serve exclusively informative purposes and do not constitute an expression of interest.

[Please provide any comments and assessments on the question asked]

Question D.3 – Demand-side subsidies. If, in the presence of an adequate existing or potential supply of services, the fares chargeable to users on a market basis proved unsustainable in relation to the willingness to pay of specific categories of users, such as residents of the island territories, the Administration might consider, pursuant to Measure 2, point 10, of the Regulatory Act, including in combination with the imposition of horizontal PSOs, the use of demand-side subsidies, in the form of direct compensation of the difference between the full price of the services offered on the market and a predetermined price deemed socially fair, on a non-discriminatory basis and in a manner compatible with the rules on aid of a social character. In the operator’s view, would such a tool be suitable, on the O-D routes of interest, to ensure the sustainability of operations on a market basis? What implementing arrangements (categories of beneficiaries, reporting and reimbursement mechanisms) would facilitate its application?

[Please provide any comments and assessments on the question asked]

Question D.4 – Public service contract. If it were decided to ensure the operation of the services on a given O-D route through a public service contract with compensation, covering all the sailings identified for that route in Annex A, according to the scenario («M1 rimodulato» or «M1 incrementale») that will be selected by the Administration, in the economic operator’s view would there be technical, physical or economic limitations hindering the actual implementation of such an arrangement? By way of example: does the operator consider that the availability of berths, the number of daily sailings and the estimated revenues would mean that the presence of a contracted operator would in itself make it impossible for other operators to provide free-market services on the same route?

[Please provide any comments and assessments on the question asked]

6.5 Section E – Information for the possible definition of the tender lots

The answers to the questions in this section are relevant in the event that, following the market test, the Administration identifies the public service contract as the appropriate tool to meet, in whole or in part, the mobility needs: in that case, pursuant to Measure 2, point 11, of the Regulatory Act, the tender lots will be defined on the basis of the criteria of economic efficiency and contestability, identifying a service production threshold, normally expressed in vessel-nautical miles, capable of ensuring the widest participation in the procedure and the selection of the most efficient operator. The answers serve exclusively informative purposes and create no obligation whatsoever, either for the operator or for the Administration.

Question E.1. What do you consider to be the minimum efficient size of a service lot, expressed in terms of vessels deployed and/or nautical miles per year, such as to allow efficient operation and the participation of your company in a possible tender procedure? In your view, are there significant economies of scale, density or scope (for example, between ro-ro services and high-speed services, or between neighbouring territorial areas)?

[Please provide any comments and assessments on the question asked]

Question E.2. Which configuration of the lots would you consider most suitable to foster the participation of your company and, in general, the contestability of the procedures (by way of example: a single regional lot; lots by territorial area/archipelago; separate lots by type of vessel — ro-ro ships and high-speed craft —; mixed configurations), and for what reasons? Would you consider participation in several lots, and the possible cumulative award thereof, sustainable?

[Please provide any comments and assessments on the question asked]

Question E.3. What barriers to entry do you consider to exist with respect to participation in possible tender procedures for the services in question, with particular reference to the availability and procurement lead times of vessels (including on the charter market, on fair and non-discriminatory terms), the characteristics of the berths and port facilities, the availability of qualified seagoing personnel, and the time needed for any certifications and homologations? What do you consider to be an adequate interval between the award and the start of the service?

[Please provide any comments and assessments on the question asked]

Question E.4. Do you consider that possible participation requirements (economic-financial and technical-professional capacity) and the possible provision of assets by the Administration or by the incumbent operator could affect your company's decision to participate? Are there further conditions of the procedure or of the contract (duration, risk matrix, revision mechanisms) that you would regard as decisive for the purposes of participation?

[Please provide any comments and assessments on the question asked]

6.6 Section F – Berths, port facilities and infrastructure constraints

Question F.1. With reference to the survey of information on berths and port facilities annexed to this document [Annex B – Port call data sheets], please report any further critical issues known to the operator in relation to the ports concerned by the services (quay dimensions, draught, manoeuvring basins, possibility of overnight berthing of vessels, congestion of berths in peak time slots), as well as any observations on the criteria and procedures for the allocation of berths and slots, including with reference to the preferential criteria set out in Measure 3, point 3, of the Regulatory Act. Please also indicate the compatibility between the vessels that your company would intend to deploy and the ports concerned, with reference to draught, dimensions, manoeuvrability, mooring and loading/unloading times and any need for dedicated berths, with particular regard to evening operations and to the seasonal extensions contemplated by the modules set out in Annex A.

[Please provide any comments and assessments on the question asked]

6.7 Section G – Further observations

Question G.1. Please provide any further information, observation or proposal deemed useful for the purposes of this consultation, including with regard to the organisation of the services, modal and fare integration, service quality, technological innovation and the energy transition of the fleet.

[Please provide any further observations]

7. Annexes

The following annexes form an integral part of this consultation document:

- a) Annex A – General report on the maritime services of the minor islands of Sicily. Public service needs and network plan preparatory to the market test (demand analysis, outcomes of the stakeholder consultation, scenario M0 with the origin-destination matrices set out in Appendix C, «M1 rimodulato» and «M1 incrementale» scenarios with the related modules, fleet characteristics, availability of berths and port facilities, users' willingness to pay);
- b) Annex B – Survey of information on berths and port facilities pursuant to Measure 3 of the Regulatory Act.

Place and date: _____

The Legal Representative
