What Evidence And Institutional Commitments Are Needed For A Bankable Cross-Border Green Transport Corridor?

Freight Demand

- Main commodities, origins/destinations, traffic volumes and growth
- Key anchor cargo, such as minerals, and major customers
- Avoid dependence on a single commodity or major customer
- Transit time, reliability, border delays, axle-load compliance and costs

Operating Model

- Operation and maintenance responsibilities
- Service standards and road–rail–port–logistics interfaces
- KPIs and escalation mechanisms
- Data sharing, monitoring and audit

Cross-border Governance

- Agreed responsibilities for border procedures and technical standards
- Cross-border coordination mechanisms and data-sharing arrangements
- Clear authority, implementation timeline and approval process
- Dispute-resolution or arbitration process with clear time limits

Financial & Economic Case

- Commercial viability and wider economic benefits
- Lower transport costs and travel time, stronger regional trade
- Impacts on small traders, workers and logistics SMEs
- Climate-related benefits and costs aligned with the green corridor objective

Project Preparation

- Technical feasibility and environmental & social assessment
- Economic/financial analysis and legal & regulatory arrangements
- Clear procurement approach and financing structure
- Land, permits, implementing agencies and start-up risk

Bankability = Credible Demand + Clear Governance + Sound Economics + Prepared Projects + Sustainable Operations and Financing

From Corridor Vision To A Phased Investment Pipeline

VISION & PLANNING	PHASE 1 Improve Existing System	PHASE 2 Scale Major Investments	GATE Conditions for Expansion
• Identify key corridor bottlenecks • Prioritize projects by urgency, interdependence, readiness and impact • Reflect priorities in the Integrated Corridor Strategic Development Plan	• Maintenance and rehabilitation of critical links • Border, digital and data-sharing improvements • Road–rail–port/logistics interfaces and selected feeder links • Performance-based O&M arrangements	• Rail, port, logistics and energy infrastructure • Advance when demand, technical readiness and financing are demonstrated • Validate demand, engineering, traffic/throughput and permits before procurement • Align energy/fleet transition with actual demand and operating models	• Demand and throughput confirmed • Corridor KPIs improved • Project and procurement readiness demonstrated • O&M financing secured

An Evidence-Based, Phased Approach Reduces Risk and Supports Sustainable Growth

Which Components Attract Private Investment, Which Need Public Finance, And How Should Risks Be Allocated?

Private Investment / PPP

- Clear and predictable revenue streams
- Toll roads, ports, logistics, energy/charging services
- Commercially viable rail and logistics operations

Public / Concessional Finance

- Limited direct revenues but strong public benefits
- Feeder roads, border systems, public transport and climate resilience
- Project preparation, concessional funding and guarantees

Risk Allocation

- Allocate each risk to the party best able to manage it
- Private sector: construction and operating risks
- Public sector: land, permits and regulatory risks
- Share demand/revenue risks where uncertainty remains

The Objective Is Not To Make The Whole Corridor Private, But To Combine Public, Concessional And Private Finance According To Each Component's Characteristics & Risks

Thank you
Merci beaucoup

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