



Global Outlook: Forecasting Post-Pandemic Toll Revenues

IBTTA International Committee webinar

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Slovenia

- Slovenia, not Slovakia (another CEE country)
- Location: east of the „Italian boot“
- 20,273 sq km, 2 million inhabitants



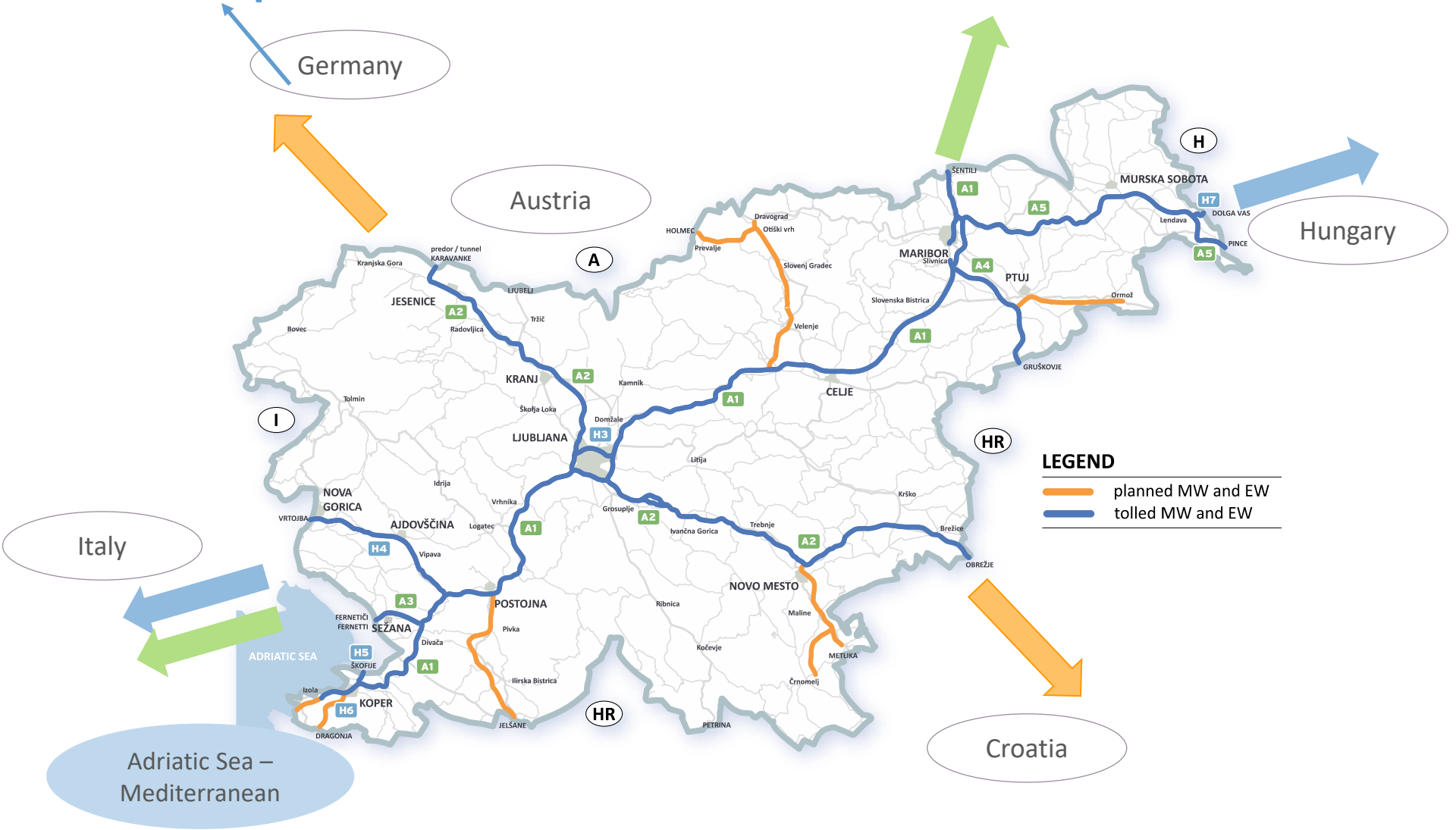
www.slovenia.si

DARS

- **Motorway Company of Republic of Slovenia**
- 100 % State owned concessionaire
- 625 km of tolled MW and EW
 - + 206 km of turn-offs, links and other roads
- Toll revenues (HV and LV)
 - **479 mil. € (2022)**
 - 456 mil. € (2021)
 - 387 mil. € (2020)
- Main areas:
 - Investments and Reconstructions
 - Maintenance
 - Road Management
 - Tolling

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Transport Routes across Slovenia



LEGEND

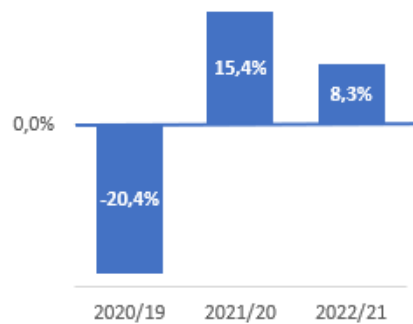
- planned MW and EW
- tolled MW and EW

Adriatic Sea – Mediterranean

EU Road Transport and Infrastructure

European Toll Road Operators

- Growth of kilometers travelled (13 operators, all vehicles; network length 65,175 km)

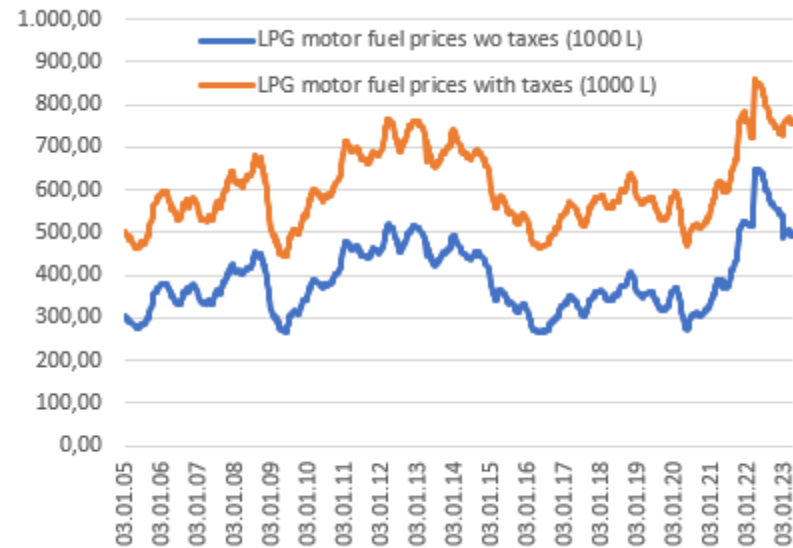


Source: ASECAP

- Differentiation of HV toll tariff, based on CO₂ emissions in 2024
- Internalization of external costs (air pollution, noise, congestion)
- Increase of toll rates in DE, FR, PT, ES, HU; no increases of toll so far in Slovenia, IT, HR, EL

Transport sector

- Fuel costs (EU27)



Source: European Commission, Oil Bulletin Prices

- Lack of drivers
- Delays in the delivery of new vehicles
- Declining orders and fares from 4Q/2022 on

EU business environment

climate
energy
transport
taxation
policies

EU Economy

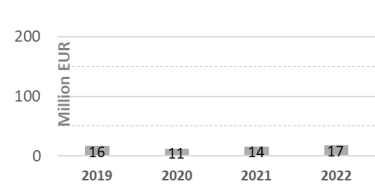
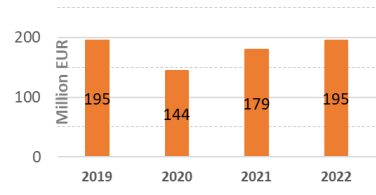
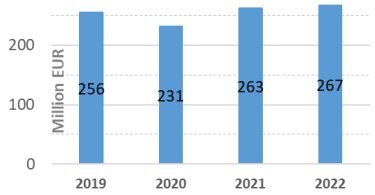
- Slowdown in growth
- Rising labor costs
- Industrial production high, except for energy-intensive sectors
- projected growth for 2023 of 0.8% in the EU
- Inflation peak behind, disinflation slow
- all-time high inflation of 10.6% in October; 2023 forecast 6.5%
- Positive: public investments funded by EU, recovery in 2023 (weak), resilient financial markets, declining gas prices

EU Green Deal

- Climate neutrality by 2050
- Average fleet emissions of new HV reduced by:
 - 15% (by 2025) and
 - 30% (by 2030),
compared to a 2019/2020 baseline
- >2,500 zero-emission HDV registered in 2022; 280,000 needed by 2030
- NEW: from 2035: 100% CO₂ emission reductions for new cars and vans
- Infrastructure gap:
 - upgrade of power grids
 - charging / refuelling stations

Sources: S&P, European Commission, ACEA

Slovenia - Toll Revenues



Heavy Vehicles



- Multi-Lane Free Flow, DSRC Tolling System, 128 Sections/gantries
- Mandatory use of an on-board unit
- 60 % of vehicle km made by vehicles registered abroad
- Cleaner vehicles pay lower toll rate (up to 40%)

56 %

Light Vehicles



- Time Related Tolling for Vehicles < 3.5 tons MPW (yearly, monthly, weekly)
- E-vignette - ANPR solution, registration of customers is optional
- 56 % of revenues contributed by foreign users

41 %

Karavanke Tunnel



- A single-tube tunnel on the border with Austria.
- User charge for light and heavy vehicles
- Currently, a second tunnel tube is under construction.

4 %

Factors determining Toll Revenue in Slovenia

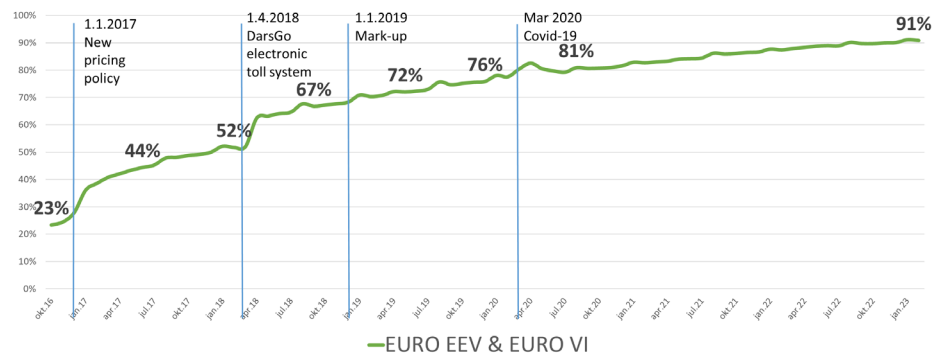
Effective control and enforcement is a precondition.

Volume of Traffic

- **Economic activity** in Slovenia and other countries
 - Traffic is less volatile than GDP
- **Travel time and total fuel cost considerations of hauliers**
 - accession of Croatia to Schengen area in 2023
- **Global and regional circumstances**
 - Covid-19 pandemic : in 2020, 17% drop of revenues (- 9.5% HV, -26 % LV)
 - War in Ukraine: in 2022, 2.2 mio EUR less toll revenue (vehicles from Russia, Belarus, Ukraine)
- **Availability of alternative routes and transport modes**

Tariff Charged

- **National and EU legislation**
- Proactivity of DARS and responsiveness of the Ministry of Infrastructure – **Pricing Policy**
- **Traffic Structure**
 - cleaner vehicles pay less, their share grows



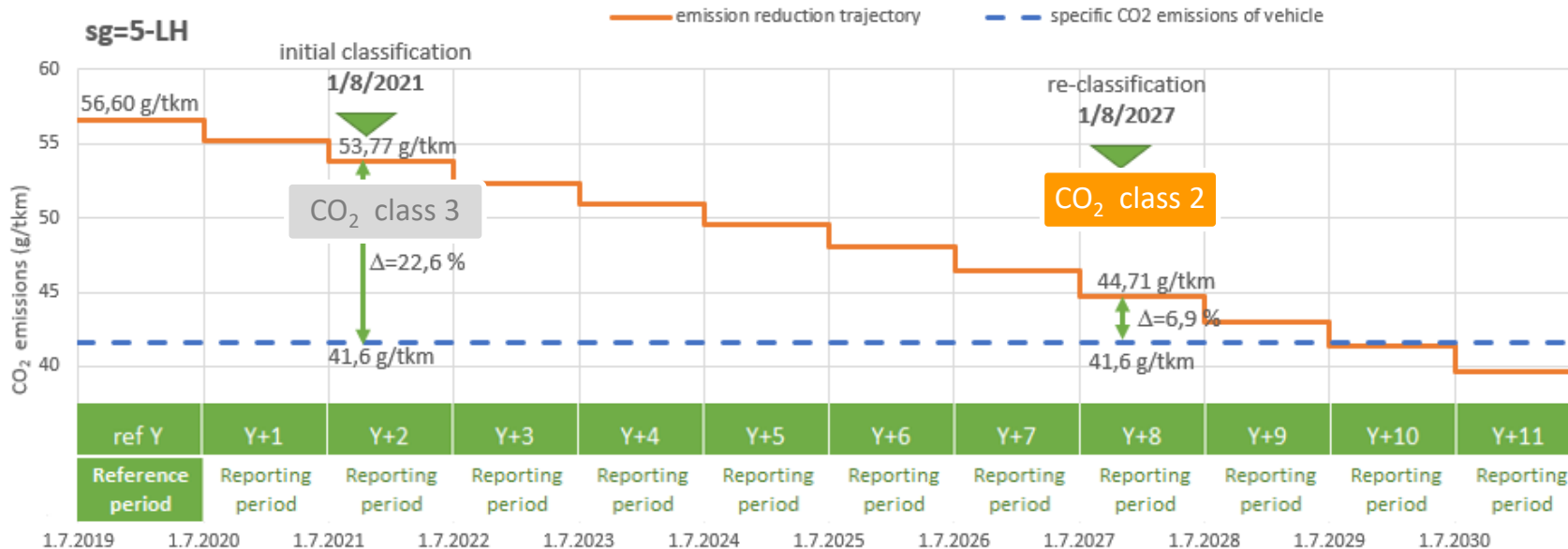
CO₂ toll differentiation concept

■ Vehicle's specific CO₂ emissions*

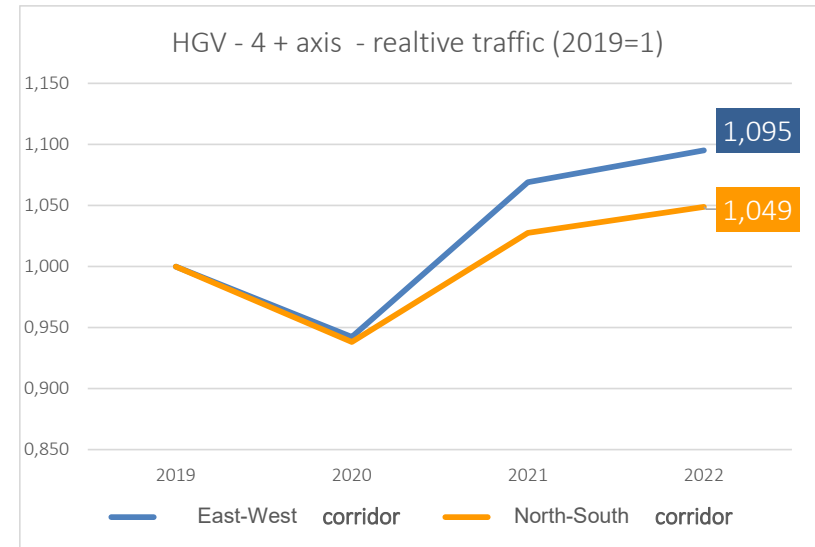
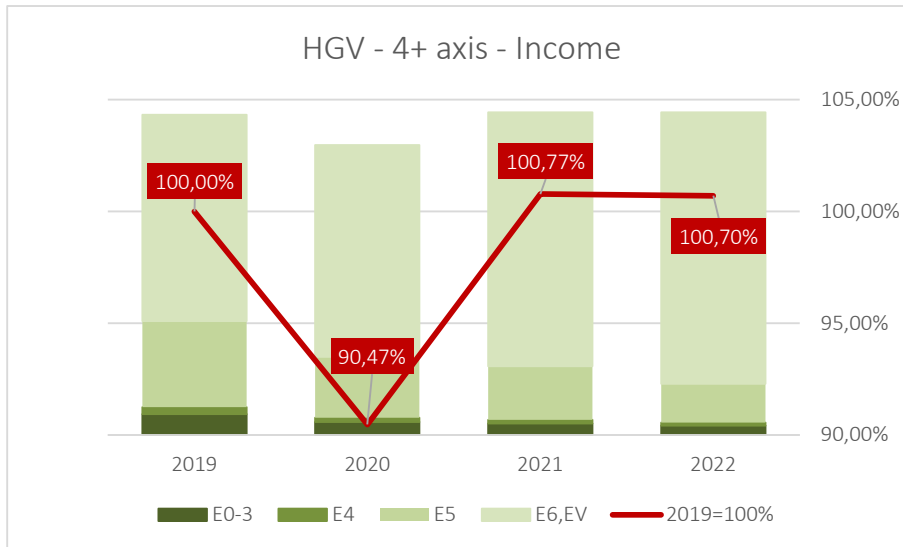
- less than 5% under the emission reduction trajectory
- 5 to 8% under the emission reduction trajectory
- more than 8% under the emission reduction trajectory
- LEV – more than 50% under the emission reduction trajectory
- ZEV – zero emission vehicles

	Toll	
➡	CO ₂ class 1	above average
➡	CO ₂ class 2	5-15% lower
➡	CO ₂ class 3	15-30% lower
➡	CO ₂ class 4	30-50% lower
➡	CO ₂ class 5	50-75% lower

* producer's data

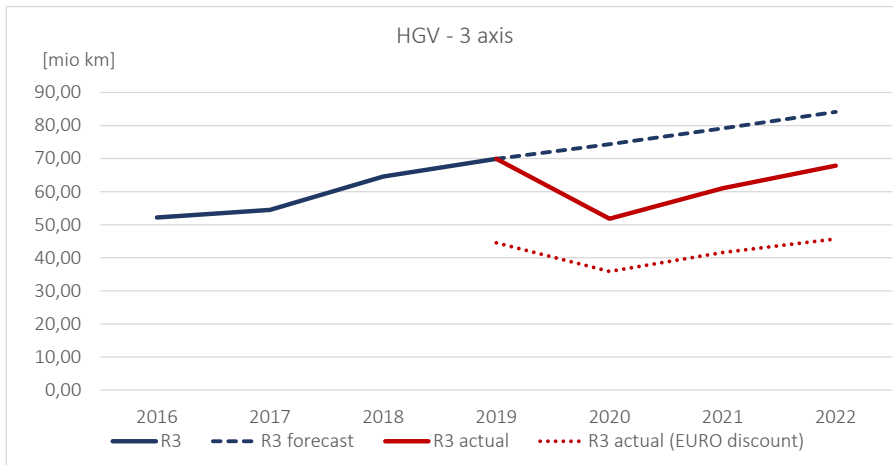
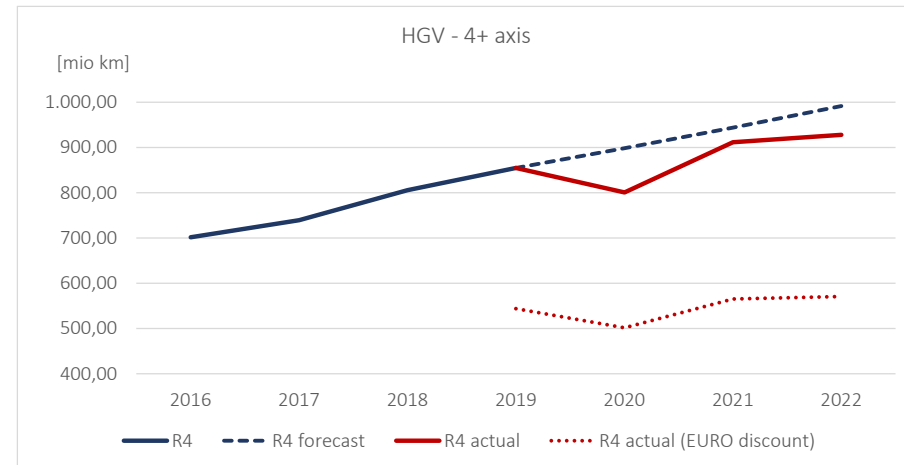
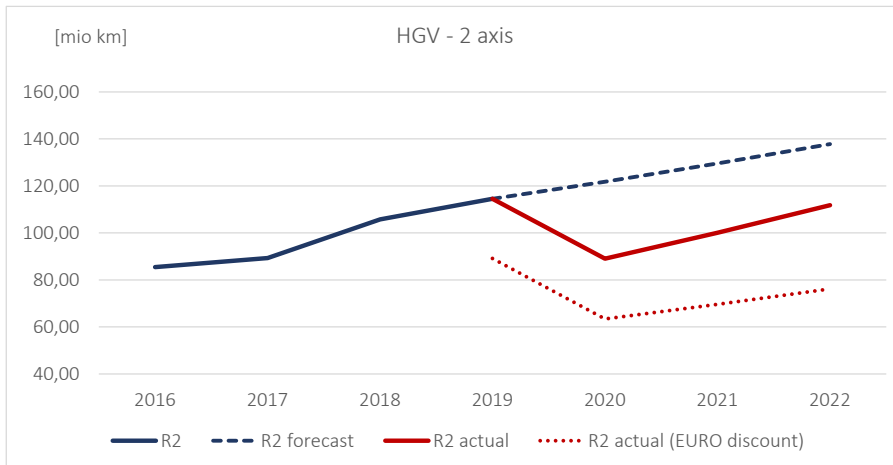


Vehicle structure analysis and forecast



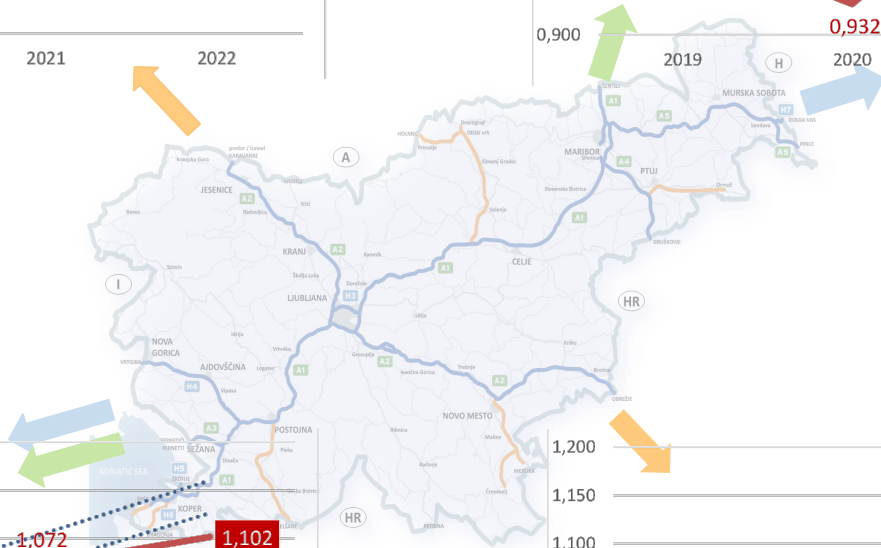
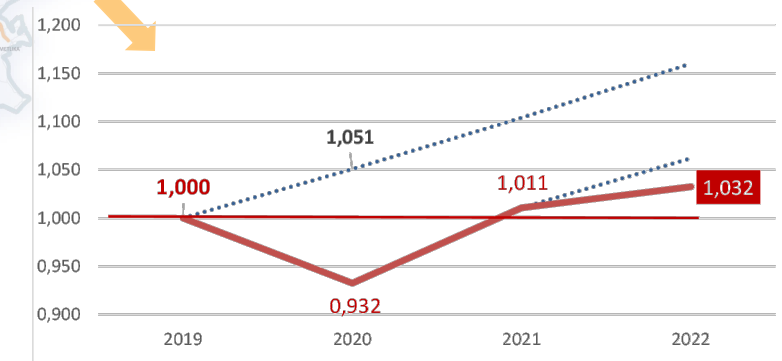
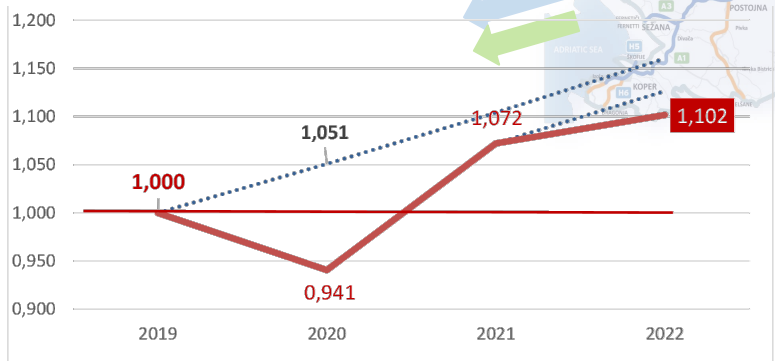
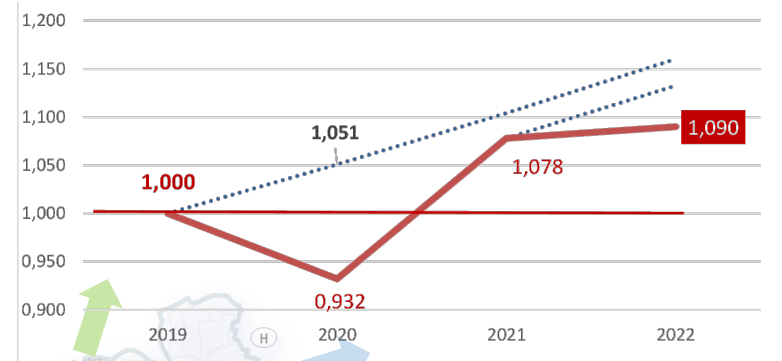
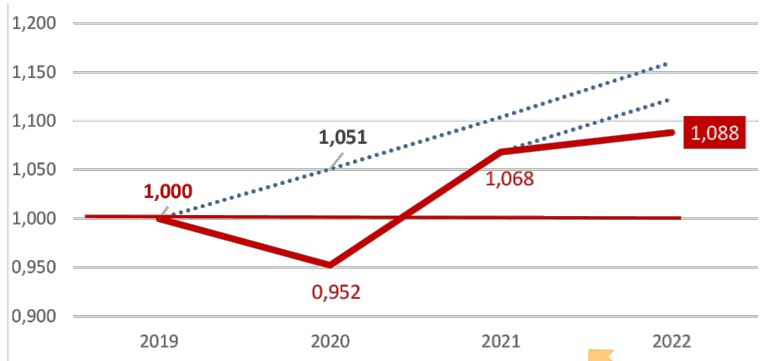
- Revenues are lagging behind the traffic growth due to the structure changes
- Renewal is much faster in vehicle fleet:
 - designated for long distance and international travel
 - used on East-West corridor

HDV traffic by vehicle category

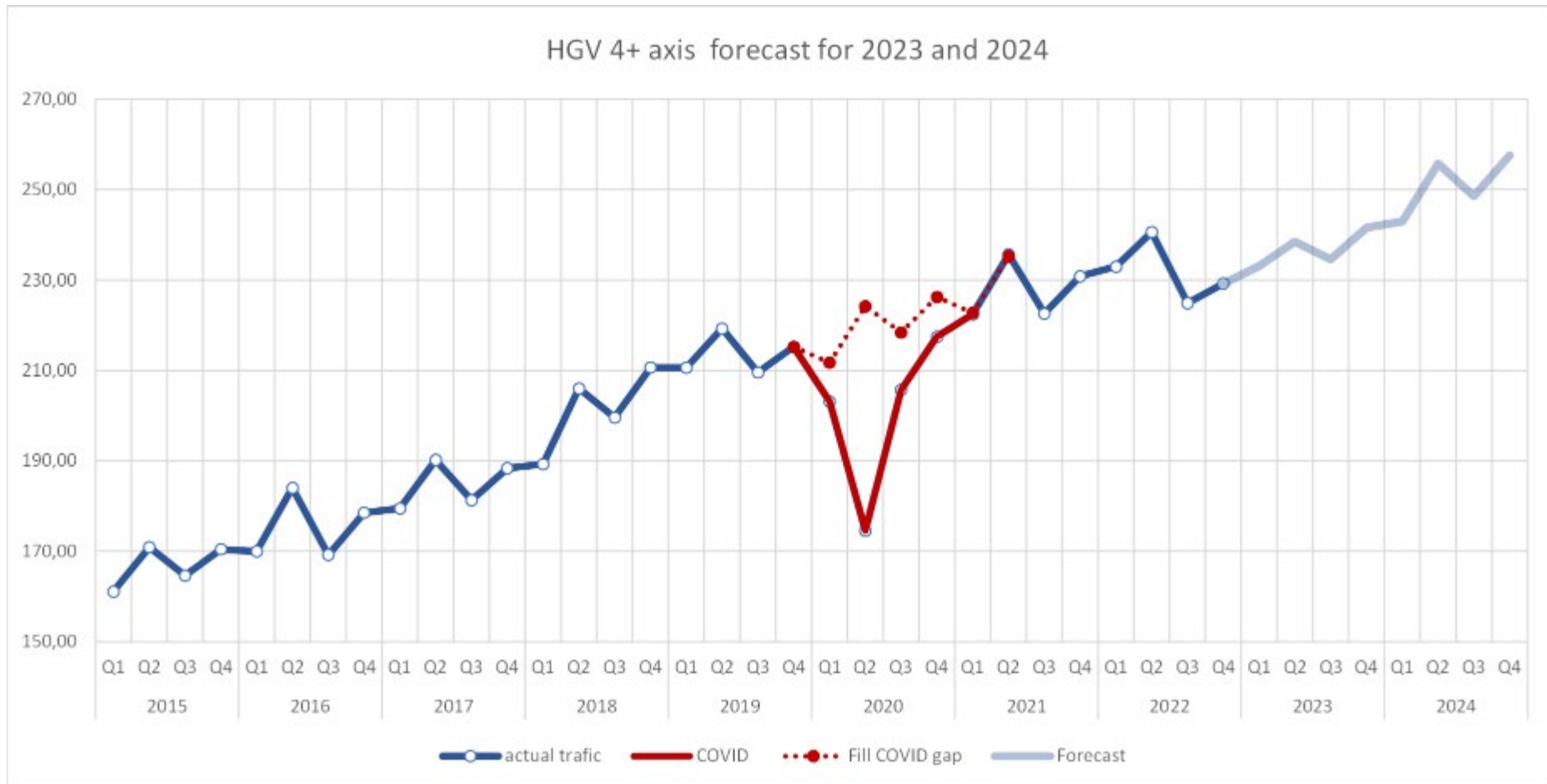


- 2- and 3 - axes HDV for local use resumed similar traffic growth
- Slowdown of traffic growth for 4+ axes HDV in 2022

HDV traffic by motorway section



HGV traffic forecast



Conclusions



A growing number of factors determine toll revenue.

- In 2022, DARS generated a **record level of toll revenues** due to higher traffic.
- After coping with the **turbulence of the pandemic** and recovery, the challenges of the **recession** follow.
- Most of the factors of toll revenues are **beyond the control** of the motorway operators.
- **Renewal of vehicle fleet** will continue to have strong impact on toll revenues.
- **Disturbances in traffic growth** due to **Covid** pandemic and ongoing **Ukraine** conflict are making any long-term forecast almost impossible.
- After Croatia entering Schengen, there is expected **possible traffic flow change** toward south-east which will occur in 2023.
- Toll = a means of **decarbonising** traffic



Thank you for your attention!

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