



To

Author(s)

Copy to

Reference/-number

Date

5 April 2023

Attendees

Meeting date and time

15 February 2023,

Enclosure(s)

Date established

5 April 2023

Meeting location

Van der Valk, Schiphol

Subject

Table sessions MSP- Finance

MSP afternoon session: Financial topics break-out (25 minutes per session)

Presentation: Martin Blokland (RDW) / Duco Brouwers (RDW)

General question: Does the proposed remuneration scheme lead to a potential financial viable and bankable proposition for MSP-bidders? What are your suggestions?

Input from participants:

- The market parties indicate that the presented draft-remuneration scheme (with its four components) matches their needs;
- The market parties provide us the disclaimer that their answer is positive, of course dependent on the precise values of the proposed remuneration;
- Market parties support the fixed and variable components of the remuneration scheme because it aligns with their fixed and variable cost-components
- Early financial compensation during realization, is also an important positive item for the market parties
- Market parties demonstrate a positive interest in the precise working of the presented bid model (with the 3 bidding elements);
- Market parties raise a couple of questions, such as how the bids will be evaluated, and how to define an active OBU, or who owns the OBU (legally and economically), or whether redundant OBU's can be re-used in other projects, or how the exit (transfer) looks like at the end of the contract. We are grateful for these questions raised and will include these items as much as possible in our bidding documents.



Question: As the MSP bears volume risk, do you think the proposed remuneration scheme mitigates that risk?

Input from participants:

- Market parties express a belief in the compensating effects of the 4 components, especially the fixed and variable components;
- The market parties do ask how to assess volume risk, and ask for facts & figures to forecast their business case. RDW answers that a lot of facts & figures are available at www.vrachtwagenheffing.nl;
- Market parties understand the logic behind the Base Case for bidding purposes, but show also interest in the presented market shares of the Business Case and especially the validity of these figures. RDW indicates that Base Case is based upon most reasonable and plausible market-trend, derived from trends in surrounding countries and studies performed. RDW underlines that Base Case will only be used for bidding purposes as volume risk remains at bidder;
- Market parties are also interested in how to mitigate credit/non-payment risk, both in terms of enforcement procedures as well as payment mechanisms. We are grateful for these questions raised and will include these items as much as possible in our bidding documents.

Question: Do you have any additional suggestions?

Input from participants:

- Market parties provide us with the following additional suggestions:
 - a. Create as much transparency as possible for market parties to assess volume risk (provide clarity around future number of clients and resulting gross toll revenue);
 - b. Propose a clear exit procedure at the end of contract (transfer of OBU's, Staff, Client base);
 - c. Propose a clear approach around accepting all clients and the process and procedures in case of non-payment (and relation to enforcement, fines, revenues etc).
- We are grateful for these questions raised and will include these items as much as possible in our bidding documents.