

## Weighting of Concession Company Selection Criteria in Four European Countries

	Shadow Toll		Toll	
	UK	Finland	Spain	Portugal
<b>State Subsidy</b>	Criterion: Lowest NPV of payments to a concession company	90% for NPV	35%	70%
<b>Coherence of concession co. financial plan</b>			30%	
<b>Investment, toll charges, operating costs</b>			25%	
<b>Completion dates for execution of work</b>				
<b>Design</b>	Technical minimum required: Best non-enhanced solution	10% for technical criteria	10%	30%
<b>Quality of service / maintenance</b>				

NPV = Net present value for scheduled payments by the Government to the concession company

Source: French Highway Directorate, Analysis of Highway Concessions in Europe, Report for the Western European Road Directors, February 1999