



Danube Ports Day 2020

Herfried Leitner, Chairman

17 November 2020, online

Pro Danube International – Structure & Objectives

Platform of private companies with strategic economic interest in better framework conditions and higher public investment in the Danube transport & logistics system

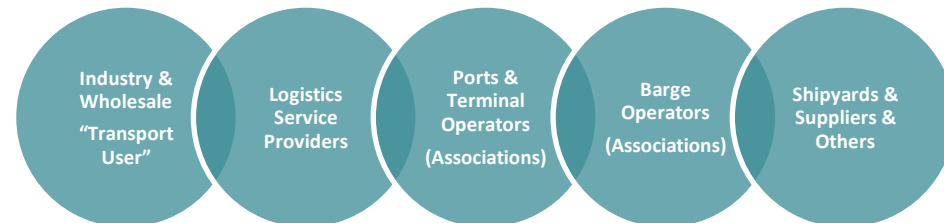
PDI in a nutshell

- Established autumn 2011 by a group of companies & associations
- Non-profit association based in Vienna
- Network of currently more than 120 companies
- More than a lobbying organisation as it initiates and executes projects
- Service company: Pro Danube Management GmbH
- Local representations: Pro Danube Romania
- Initiator & coordinator of policy initiatives & projects in IWT, port development & LNG
- More info at: www.prodanube.eu

Priorities

- Engagement for better waterway maintenance & execution of TEN T bottleneck projects
- Promotion of investment in Danube ports
- Support to modernization of Danube fleet
- Elimination of administrative barriers
- Active involvement in EC initiatives & programs

Partners



Pro Danube Management GmbH – Structure & Objectives

Pro Danube serves its members as a competence centre for **EU grants accession** and for **EU projects applications** preparation as well as for **consultancy and project management** of IWT related EU-funded projects in the following fields:

- **fleet modernisation**
- **alternative fuels**
- **ports development & digitalisation**
- **green and efficient navigation**
- **education and training.**

Additionally, Pro Danube has organised several transnational know-how transfer events in relation to Danube fleet modernization and ports development.

Pro Danube Management is since September 2020, 100% owned by ic Contracte.



Tailored solutions to the needs of our members

COVID-19 | Implications

IWT – Passenger transportation

- **Status:** Catastrophic
- **Revenues:** 100% during lock down, little bit back, now facing second lock down
- **Forecast:** Financial reserves are used to overcome 2020
Insecure about future, no planning reliability
Requires transnational efforts for common rules in cruising

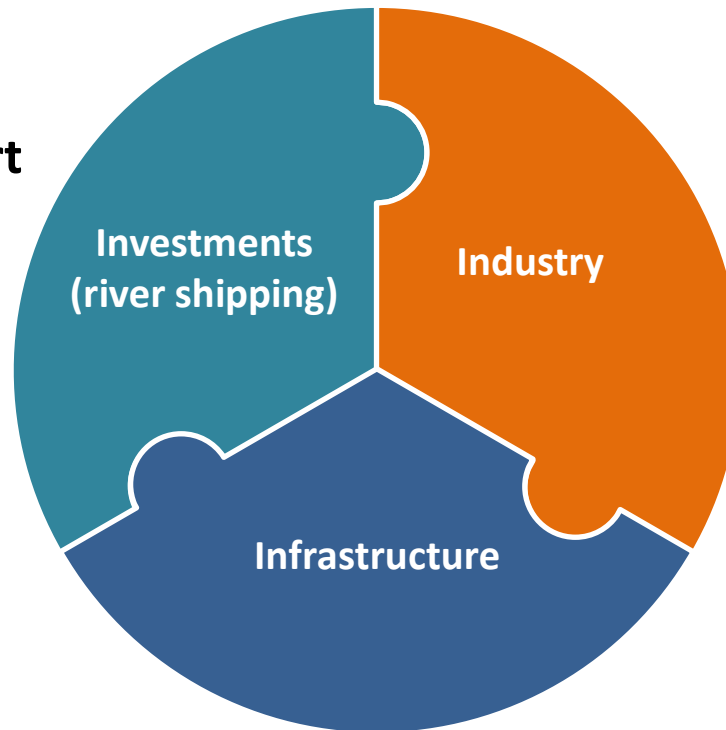
IWT – Cargo Transportation

- **Status:** After drought 2018 – came COVID-19 in spring 2020;
- **General:** Moderate financial means
Profitability does in general not allow creation of cash reserves;
Good support programs by some countries, e.g. delay of loan pay back, suspension on taxes, a.o.;
- **Volumes:** No consistent picture of the situation due to periodic and regional dissonance:

Petrochemical products	decrease for 2020	minus 30%;
Chemical products	decrease for 2020	minus 25%;
Minerals and ores	decrease for 2020	minus 25-30%;
Agricultural products	decrease for 2020	till mid year minus 10-15%, now estimated for minus 25 – 30%;

Why is the DPN / Danube Ports Day so important?

Most challenging part



Industry - Key function of Ports

Key function Ports

- Provide framework for 24 / 7 operations



Transport cost = cheap

IT IS A COMPETITIVE ADVANTAGE !!!!!!!!!!!

What defines the cost of a transport?

Assets cost - Staffing cost - Operating cost

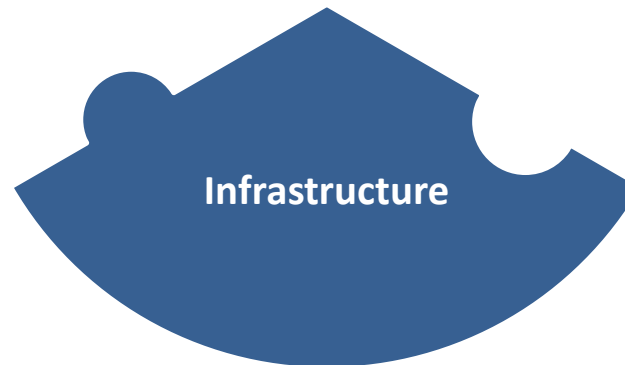
Infrastructure - Key function of Ports

Logistics terminal – Airport –
Railway station

= **our Danube Ports**

Road – Runway – Railway track

= **our Danube fairway**

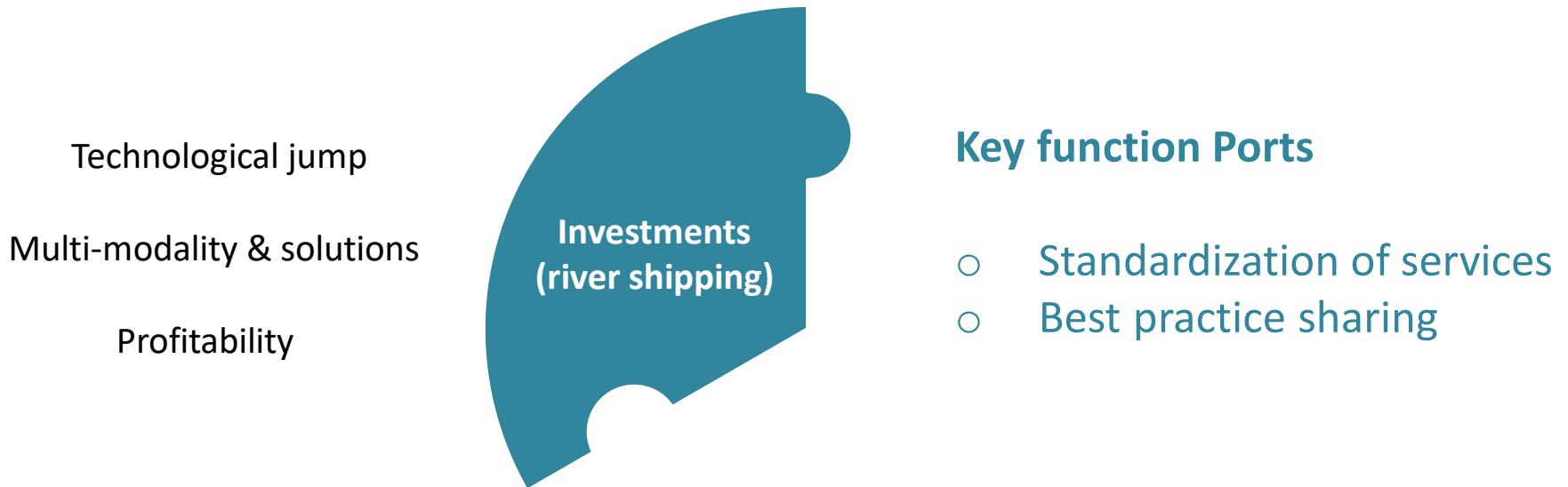


Key function Ports

- Port basin
- Entrance to Port
- Together for the fairway

Port basins must not be the limiting factor for
loading depth

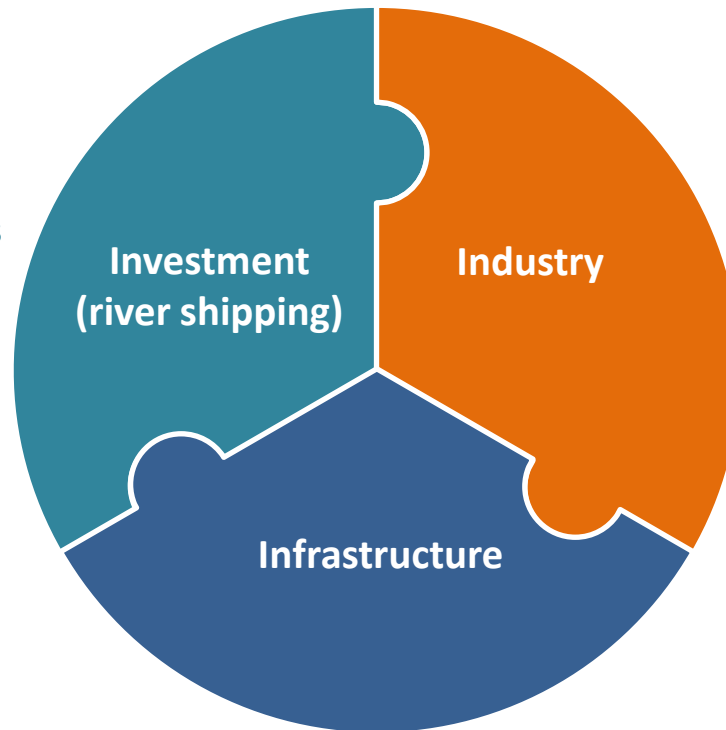
Investments (river shipping) - Ports have a key function



Summary - how ports can assist river shipping

Key function of ports

- Standardization of services
- Best practices sharing



Key function of ports

- Provide framework for 24/7 operations

Key function of ports

- Port basin
- Entrance to port
- Together for the fairway

Thank you for your attention!

Become a member and contribute to the Danube:

- Improving Danube fairway maintenance
- Reducing administrative barriers
- Shaping the political framework for investment in Danube ports, modernization of Danube fleet and execution of river engineering works
- Become an active part in dedicated EC initiatives, program and expert groups in relation to IWT affairs
- Be part of project applications and implementation of projects in the fields of energy efficiency, supply chain management, digitalisation, port logistics and management

Information & contact

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