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Business opportunities for Danube shipping

Introduction to parallel sessions



viadonau is convening

Danube Business Talks – Vienna, 10 - 11 October 2018

Simon Hartl, Head of Team Transport Development, viadonau
11 October 2018, Meliá Vienna

Cargo shipping



Passenger shipping



Introduction to parallel sessions

Potentials for Danube logistics
in the bioenergy and biomass
industry

Transnational project

ENERGY BARGE – Building a Green Energy and Logistics Belt

Start date: 01/01/2017

End date: 30/06/2019

Partners:

15 Project Partners

8 Associated Partners

Involved countries:

Germany, Austria, Slovakia,
Hungary, Croatia, Bulgaria, Romania

Fields of expertise:

Bioenergy & biomass industry
Inland waterway transport & port
logistics

Main objectives

Increase the use of biomass for energy production in the Danube region



Increase the share of biomass transports on the Danube



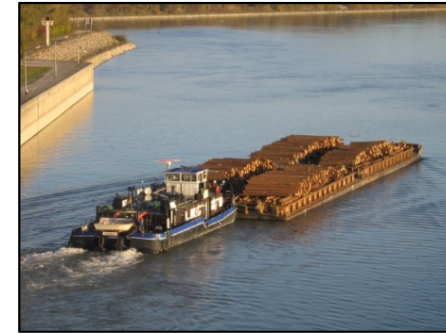
Regional B2B meetings

- ❖ The Danube Business Talks provide an **initial platform for regional business-to-business meetings**
- ❖ **Meeting points for all bioenergy and biomass stakeholders** interested in Danube logistics services in Bratislava (SK), Budapest (HU), Vukovar (HR) and Straubing (DE)
- ❖ Effective combination of **information sessions** and business-to-business contacts
- ❖ Perfect opportunity to **find a suitable logistics service provider** in the Danube region: transport, transshipment, storage of cargo relevant for the biomass and bioenergy sector



Regional B2B meetings

- ❖ **22 November 2018, Bratislava/Slovakia**
Slovak Shipping and Ports (SPaP)
- ❖ **30 January 2019, Budapest/Hungary**
MAHART-Freeport Co. Ltd.
- ❖ **5 February 2019, Vukovar/Croatia**
Port Authority Vukovar
- ❖ **March 2019, Straubing/Germany**
BioCampus Straubing GmbH

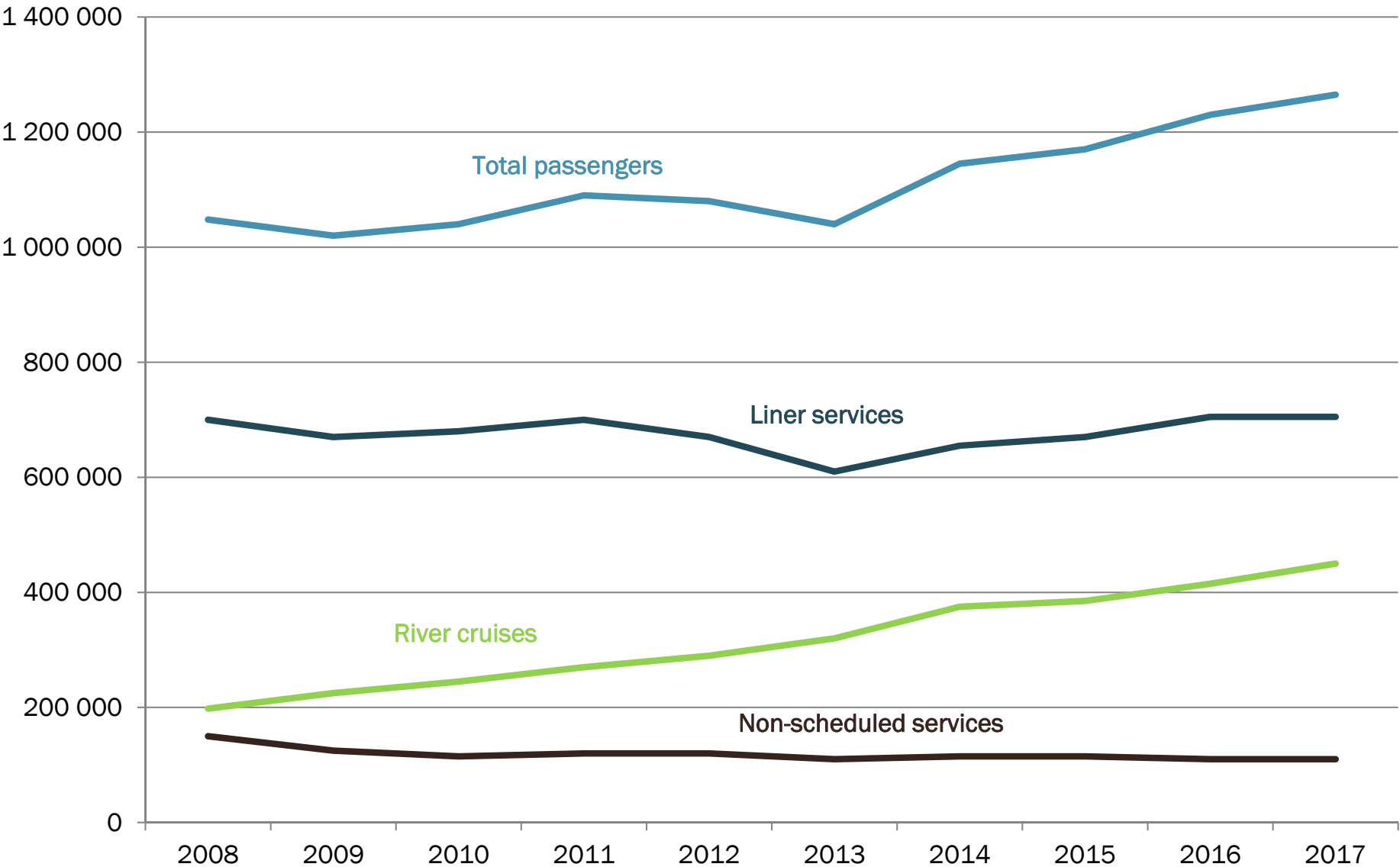


Introduction to parallel sessions

Potentials and trends for
passenger shipping

Steadily increasing passenger numbers

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Source: Annual Report on Danube Navigation in Austria

Current trends

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- ❖ Construction of **new passenger vessels** to meet the steadily increasing demand
- ❖ **Extension of tourist season** and increasing segmentation of available offers
- ❖ **High expectations and demands of customers** (e.g. available services, facilities on board and on shore, touristic programme)
- ❖ **River cruises: decreasing number of beds** -> passengers request more convenience and space



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Danube GmbH, viadonau,
Brandner Schifffahrt GmbH

Potentials and development perspectives

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- ❖ **Upper Danube:** optimisation of touristic offers, services and facilities including measures to
 - steer visitor flows at top destinations
 - create new landing sites to complete the overall touristic picture
- ❖ **Middle and Lower Danube:** opening up new destinations and tourist attractions by
 - developing sites which e.g. are directly accessible by bus, offer barrier-free boarding
 - accessing cultural sites outside the currently offered programme
- ❖ Develop services for a **wider range of potential passengers** (e.g. other cultural background/origin, age groups etc)



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Cargo shipping



Passenger shipping



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